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The International Shoe and Leather Weekly

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LEATHER and SHOES

ESTABLISHED 1899

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TANNERS COUNCIL READIES CONVENTION
HAVERHILL SHOEMEN MEET WITH UNION

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FACTORY-OWNED SHOE STORES

Good or bad? Fair or unfair competition? Legal or illegal?

ONE of the shoe industry's most delicate topics in recent years is the mounting number of factory-owned shoe stores.

Over the past two-three years the trend's pace has stepped up markedly. More shoe factories are purchasing and operating more retail stores. The crux of the debate: Is it a good or bad trend? Is it fair competition? Is it subject to legal entanglements?

West Coast independent shoe retailers have organized to combat the trend. More recently, Michigan retailers have taken up the cudgel. Other parts of the country are expressing signs of "rebellion."

First, is the trend good or bad—for the company, for the industry, for the consumer? Now, one thing is certain: it's difficult to stop a snowball once it starts rolling downhill. It gathers speed and size, and it's called a "trend." That is what has happened in the trend of factory-owned shoe stores. If one or a few manufacturers began buying up or opening stores of their own, other factories, to protect their competitive position, had to do likewise.

The Economics

Another important feature of the trend is the economic factor. For example, reduction of costs by eliminating middle men has placed the factory-owned store in a better competitive position. Also, the attraction of retail store profits, with the manufacturer making the retail profits instead of the independent retailer. And lastly, the advantage of the manufacturer having direct control over his retail outlets.

Certainly these factors make this type of operation "good" for the sponsoring manufacturer. The latter can also point out that it also serves the best interest of the consumer—the lower operating costs, plus the greater flexibility of profit margin, allowing lower prices. The factory-owned store, however, has a strong point of argument in stating that what's good for the consumer works to the best interest of the industry.

Land S Editorial

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1½¢ each.

Is it fair competition? Well, certainly it's competition of the strongest kind. It is competition for the independent retail operator, most of all. But it can hardly be called "unfair." It may be argued, which it is, that a manufacturer's business is to make shoes, and a retailer's to sell them—and never the twain should cross. That makes a forcible point in terms of "ethics."

However, if the manufacturer feels that many or most of his retail outlets are not effectively merchandising their shoes (and also the manufacturer's shoes), then he has the right to claim that he should open and operate his own retail outlets as a matter of self-preservation. If the factory-owned store can do a better merchandising job, and hence sell more shoes than the average independent, then the manufacturer is no longer morally bound by the "ethics" involved.

As with every trend, someone inevitably gets hurt. In this case, aside from the independent retailer, it's the shoe traveler. Need for the road salesman is much diminished if not eliminated with the factory-owned-store operation. It is unfortunate. But unless the traveler can show, in this kind of operation, a concrete need for his function, he will fall victim to the shift or trend.

Another factor entering this competitive situation is the shoe chains, which have shown astounding growth over the past two decades particularly. If the independent retailer does not do what the manufacturer considers merchandising justice to his product in competition with the ever-expanding chains, then the manufacturer, still again on the grounds of self-preservation, must step in with

his own stores to do battle with the chains jeopardizing the existence of his branded shoes.

Is it legal? Some retailers have discussed the possibility of urging national legislation to control or prevent the entry of factories into the retail business. There is almost no likelihood of success with such a step. Such legislation, if by some miracle passed by the U. S. Supreme Court (for surely that's where it would have to meet final test), would create havoc with the entire U. S. business economy. For there is hardly an industry wherein a portion of the manufacturers or processors do not operate, directly or indirectly, their own retail outlets. In fact, it's likely that effort to pass such legislation has already been tried without success in other industries—which of course would right at the start defeat the effort.

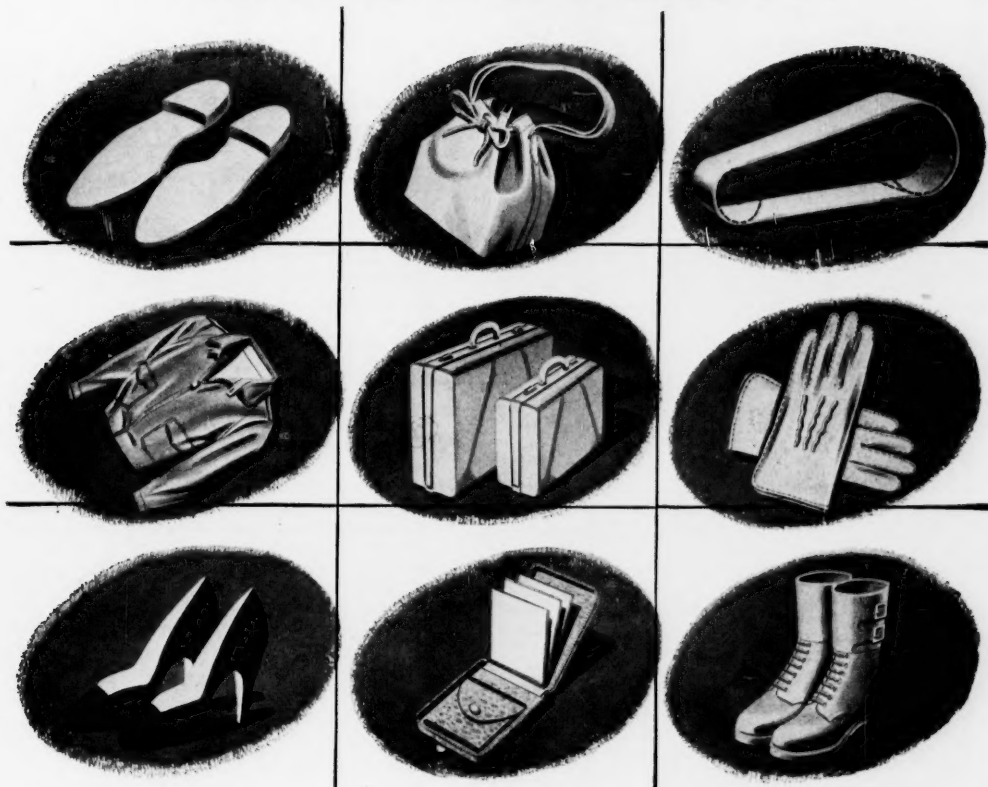
Retailer May Reap

Fundamentally, it seems to us that there is no breach of ethics or law in this situation. Though the factory-owned store may be in disfavor with many independents and with other manufacturers, it still fits morally into the pattern of free enterprise.

And, in the long run it *could* work to the advantage of the independent retailer. For example, many independent retail shoe stores fall short on effective merchandising, on quality and training of personnel, on store administration, on customer relations, etc. In such stores a manufacturer's branded merchandise falls short on potential sales, along with prestige. Self-preservation motivates the manufacturer to opening and administering his own retail outlets.

But this very competition can awaken the independent to more vigorous and efficient operation—much as necessity is the mother of invention. The end result is obvious: success replacing mediocrity and failure, and confidence replacing anxiety. The answer lies not in suppressing competition but in strengthening one's own competitive position.

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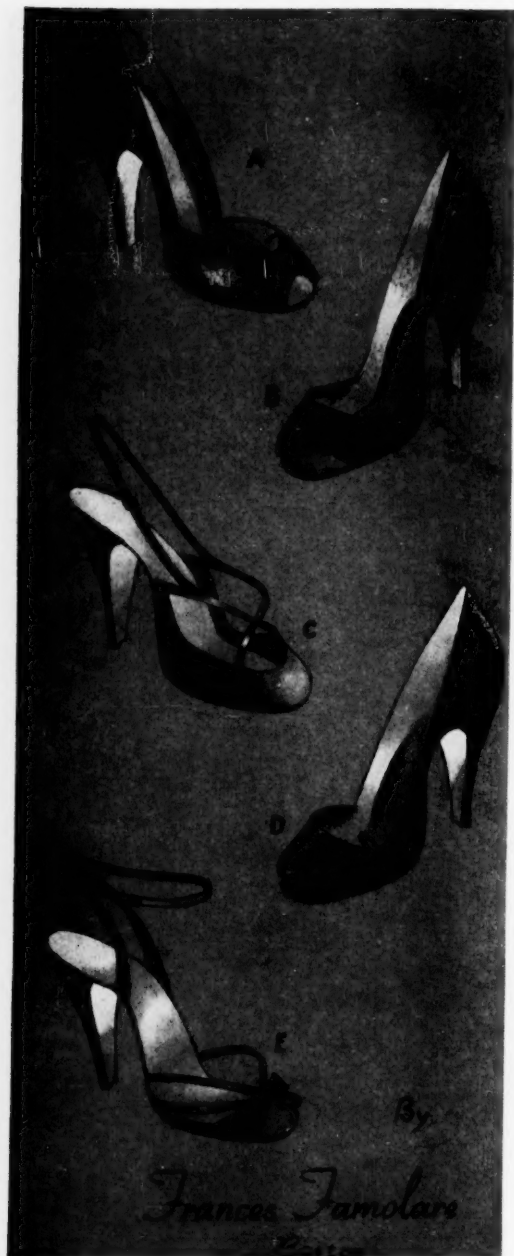
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GARGOYLE *Leather Oils and Greases*

Stylescope



SPRING LEADERS

SPRING, 1953, will see three outstanding ideas in women's shoes. First of these is the use of mesh, second is the banded theme and third is the very naked silhouette highlighted by completely or widely opened quarters. The industry is unanimous in acceptance of these three themes which have already been proven, within the last season or two, by consumer acceptance. The trend for next Spring is to utilize these ideas with novel design treatments and two, or even three, of them together. Frances Famolare here presents five shoes which incorporate the outstanding Spring style themes. Important is the basic pump silhouette which is light in appearance through the use of mesh vamps and given added smartness with the addition of a band. Also important is a feeling of height in otherwise light designs.

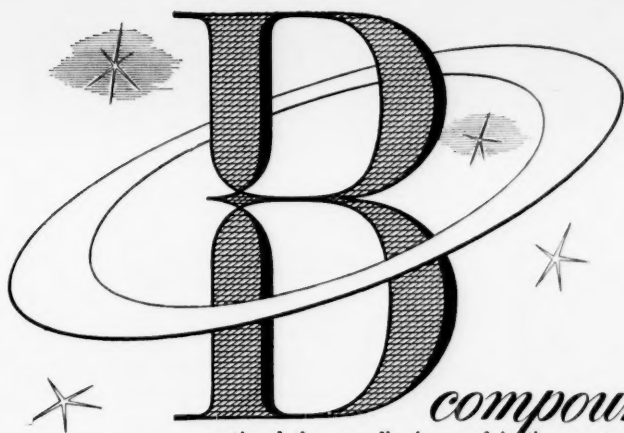
A. Band effect in graceful scalloped lines on mesh vamp.

B. Another band effect on mesh vamp. Note wide-opened, asymmetrical toe.

C. Light, high-riding effect with naked quarter.

D. Pretty lacing on scalloped strip giving pert side interest to asymmetrical design with wide-opened toe.

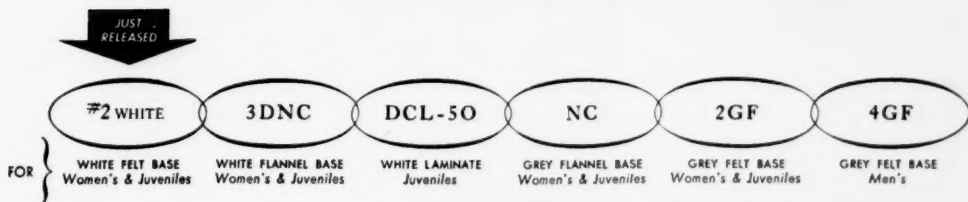
E. Very naked sandal with graceful strips forming interesting pattern.



B compound... is our name for the sensational thermo-adhesive used in the construction of six important new box toe materials. Cream white in color, it is both clean to handle and clean in shoes. It softens speedily in box toe apparatus and permanently bonds the vamp lining to the box toe. Toe walls and domes are uniformly rigid yet their rearward portions are as you want them to be — flexible — and comfortable to the foot. Seven years in our laboratories, B compound, and the structural plastic films used with it, represent the latest — and the ideal — box toe construction for volume shoemaking.



For samples and further information please write Beckwith Manufacturing Company, Dover, New Hampshire, specifying the particular material you are interested in and enclosing patterns or tracings of the sizes wanted.



Beckwith **BOX TOES**



Figure 1: Joe Herlihy, seated, discussing a shoe problem with brother Bill, who heads the Lowell Counter Co., creators of the Unit Molding process.

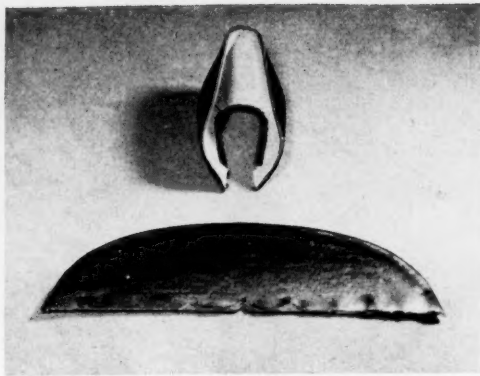


Figure 2: Bottom is the flat, fused counter and quarter before molding. Top is the same unit after molding on the machine which shapes the unit to the contour of the last.

MAJOR ADVANCE IN SHOE CONSTRUCTION . . .

UNIT MOLDING

Simultaneous fusion of counter and quarter delivers fine results

IT'S called "Unit Molding." While not exactly a recent innovation it is fresh enough to represent a major advance in modern shoemaking. Unit Molding is a process wherein the counter and quarter are fused in a single operation and applied to the shoe as a unit rather than separately. Its advantages are many, and this process, the creation of the Lowell Counter Co., Lowell, Mass., is responsible for some important changes being introduced to modern shoe construction.

Now, as is generally known, the conventional fiber counter is a molded affair. It is molded separately and applied to the shoe with a curved backseam. A separate operation is required to cement the top rim of the counter to hold the topline of the quarter—a time-consuming job that must be done with accuracy and care. Also, it is important that with the conventional molded counter the operator must insert the proper sized counter into the quarter. This has shortcomings. For example, carelessness in inserting the wrong size. Or, in striving for speed, to "spread open" the counter so that it can be inserted easier, faster. This latter action obviously tends to lose the

original molded shape of the counter and detracts from the appearance of the finished shoe.

Unit Molding, however, is a radical departure from the conventional method. First, it does not start out

with a molded or pre-shaped counter. It begins with a flat, semi-rolled, flexible, tempered fiber counter, already cut to proper shape and size, which the operator inserts with ease between quarter and lining.

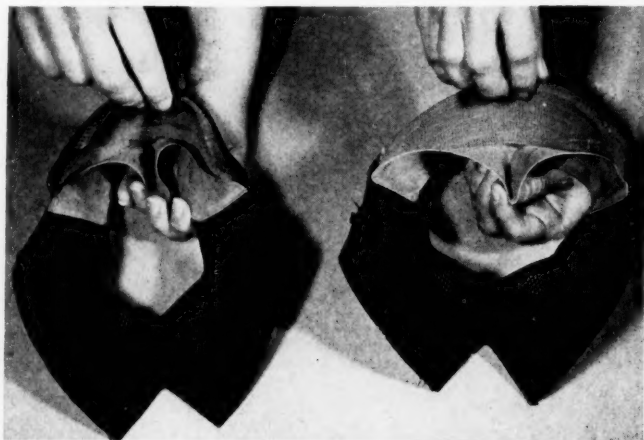


Figure 3: Left, an ordinary counter being inserted into the quarter. Counter is forcefully bent to fit into pocket, thus may lose its original shape. Right, flat counter which slips into counter pocket quickly, easily and precisely. Counter and quarter are then molded as a unit to shape of the last.

This initial step is a significant difference between the two procedures. For right here, with the Unit Molding method, the advantages in economy and improved end results begin to appear. It requires less time and meticulous care for the operator to insert the simple, flat counter as compared with the pre-molded counter. Also, there is little chance of inserting the wrong size by an impatient operator; nor does the operator have to bend the counter to insert it. (See Fig. 3.)

Now, another important factor. With the conventional pre-molded counter the backseam of the quarter presents a curve or arc from topline to base. In the Unit Molding counter, however, the backseam of the quarter is required to be only semi-curved. The arc starts at the topline and stops about two-thirds of the way down the backseam. From there downward it is a straight vertical line. This allows for more nearly perfect conformity to the last, results in a more finely finished shoe at this portion. (See Fig. 4.)

Special Dies

The application of Unit Molded counters, however, requires use of special dies to conform to this slightly different shape at the backpart. At first, some manufacturers now using the Unit Molded counters were concerned about the cost factor involving the special dies. But they soon learned that this slight additional cost was greatly offset by other savings accrued by the method.

The counter manufacturer is furnished with cases of uppers and quarters by the shoe manufacturer who saves the cost of installing his own equipment. The counter maker cuts and skives the counters; in the case of vamped uppers he inserts the pre-shaped rolled counters with an adhesive into the upper or quarter. A number of shoe manufacturers install their own equipment.

With vamped uppers the prepared counter is inserted into the upper, bonded by an adhesive, then unit-molded to the shape of the last on special molds. The upper then goes to the lasting room. On this process, full-vamped uppers don't require a full counter pocket.

Open shank quarters are likewise fitted with a single piece outside and lining in some instances. This saves stitching operations. But where cutting figures require, a seam is used

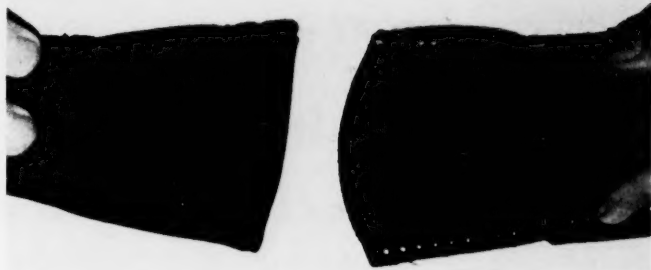


Figure 4: Right, back curve of shoe with ordinary counter. Left, same contour—note straighter back line—with flat counter that is later unit-molded with the quarter, resulting in more precise adaptation to backpart of last.

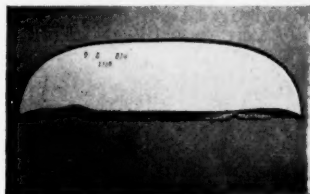


Figure 5: Note saving of $\frac{3}{8}$ " of leather on the lining.

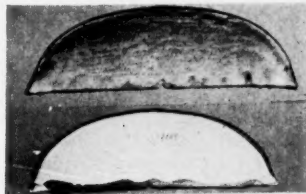


Figure 6: Top shows seamless back of quarter, while bottom shows seamless back of lining.

on outside quarters only. Molds can be adjusted to make allowances for buckles, straps, etc.

High shoes are also easily unit-molded with a special device attached to the molding machine to handle the back pressure.

In closed-back, open-shank shoes, the lining allowance is eliminated with unit-molding. The quarter is molded as a unit, then is attached to the insole by a staple-fastening machine or a heel seat lasting machine.

In Unit Molding there is a saving of $\frac{3}{8}$ inches of leather on each shoe around the bottom rim of the quarter. In this method it is easier to "pleat" two layers than it is three, as required with the conventional molded quarter. So one layer is eliminated. The two layers are laminated on a molding machine, creating a solid bond. (See Fig. 5.)

Unit Molding also results in a finer, more finished shoe. For instance, there's a smoother quarter lining, a more precise heel seat, greater uniformity of the counter itself because the chance of the operator inserting a wrong-sized counter, or one distorted by abusive handling, is almost non-existent. Unit Molding insures and preserves the virgin shape of the counter, molds

it precisely to the contour of the last. In the conventional method, however, counters are packed into one another and further distorted by the operator when inserting the counter into the upper.

The Unit Molding method also speeds the heel seat lasting operation. Just a couple of staples are required to hold the quarter and counter before the heel seat lasting operation. No "ears" are formed on either side of the heel seat before the heel seat lasting operation. Many manufacturers eliminate the heel seat lasting operation altogether and staple fasten the heel seat to the innersole. No back seam lasting tack is required.

This latter point—the lasting tack—is a significant advance. From a retail and consumer viewpoint, the sight of a lasting tack hole in the back of a finished shoe is a sales liability. It gives the shoe a "defective" appearance. Moreover, from the factory standpoint, tack holes on a wet upper and last sometimes cause a real tear around the tack hole, thus rendering the shoe worthless. In Unit Molding the lasting tack can be eliminated, and so also the tack hole.

Unit Molding also saves seaming

(Continued on Page 37)

PROGRESS REPORT —

ADVANCES IN LEATHER TECHNOLOGY

Recent developments bringing consistently improved leathers of direct interest to shoe manufacturers and other consumers

By Fred O'Flaherty, Director
Tanners' Council Research Laboratory
University of Cincinnati

ONE of the basic themes of the recently formed The Leather Industries of America is product improvement. A product can be improved in several ways, depending upon the interest concerned.

The interest of manufacturers, as well as the consumers, is concerned with the improvement in economics. When costs are reduced it is reflected in selling costs and increased sales usually result. We must therefore be concerned with all advances which can induce reduced costs.

Next, product improvement is concerned with service. Because leathers are generally used under dynamic circumstances and are long lasting, the matter of prolonged life is of real interest.

Then there is the matter of new uses for a product, uses in which the service rendered is of increased value.

Review in Order

With these three facets of product improvement stated, let us review some of the recent researches and developments which have a direct bearing on product improvement.

This does not mean that all research and development does not influence product improvement, but some such work is abstract and does not immediately come into use.

First, the improvement of product as it concerns our raw materials, skins, hides and tanning materials. Today there is work being done by the American Meat Institute Foundation by Dr. De Beukelaer, directed toward making a cleaner hide. This work is concerned with modern chemical detergents and chemical assists such as urea.

These materials have given very encouraging results in small experiments and provide a much cleaner hide, especially winter cure with its crusted manure on the skin or hide. This work has advanced to a point where commercial lots of hides have been so processed and then made into leather.

The project is being carried out in cooperation with the Tanners' Council Research Laboratory at the University of Cincinnati, where we now are evaluating leather from hides cleaned by these materials. I can report at this time that we see promising results because of the use of these cleaning materials.

As another part of the project, we are at Cincinnati making a study of the *true leather-making* materials of skin and hide, so that a practical sampling procedure can be established for brine-cured hides and that an equitable basis for selling and buying can be established.

A better skin or hide is just bound to make better leather, for when we process a badly stained skin or hide, it costs just as much and sometimes more than a clean one, and such leather is lowered in value.

Next, the approach of product improvement by chemically altering the skin before tanning.

The investigators at the United Shoe Machinery Corporation Research Laboratory — Wiederhorn, Reardon, and Brown—reported their studies on the structure of collagen as was determined by its reaction with formaldehyde. Along this same line Dr. Schmitt and his associates, especially Dr. Baer, have prepared a resume of what they are able to

determine about collagen by both the electron microscope and X-ray defraction patterns.

These studies and a lot more of the fundamental research which has been accomplished have stimulated us to propose that leather could be improved if we were to alter it chemically before tanning. As a simple illustration of what I mean, Collagen, Nylon, and some of the new synthetic rubbers (elastomers) have much in common. These materials were made by chemical synthesis, putting in chemical groups where they will provide certain wanted characteristics. I believe that leather could be greatly changed by chemical means. We could increase its serviceability and we could provide a material which might have more uses than leather does today.

Sound Competition

This is no simple matter. It could cost a lot of money, but it would be competing with substitutes and synthetics on a sound ground.

Next, process changes and new developments which have or may have an effect upon product improvement.

I think one of the most enlightening happenings in the beamhouse processing was the symposium conducted by the New England Tanners Production Club as a part of the American Leather Chemists' Association annual meeting in June.

Here was discussed in direct and simple terms the business of soaking, liming, bating and beamhouse processes in general. What this fine symposium clearly demonstrated is

(Continued on Page 39)

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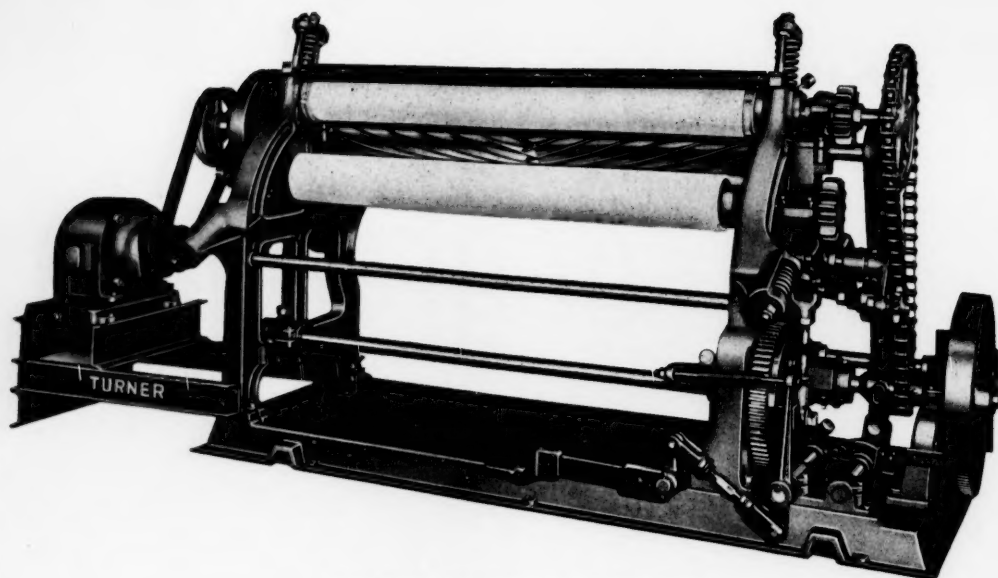
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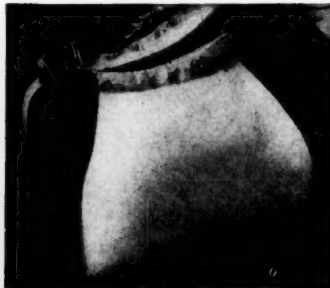
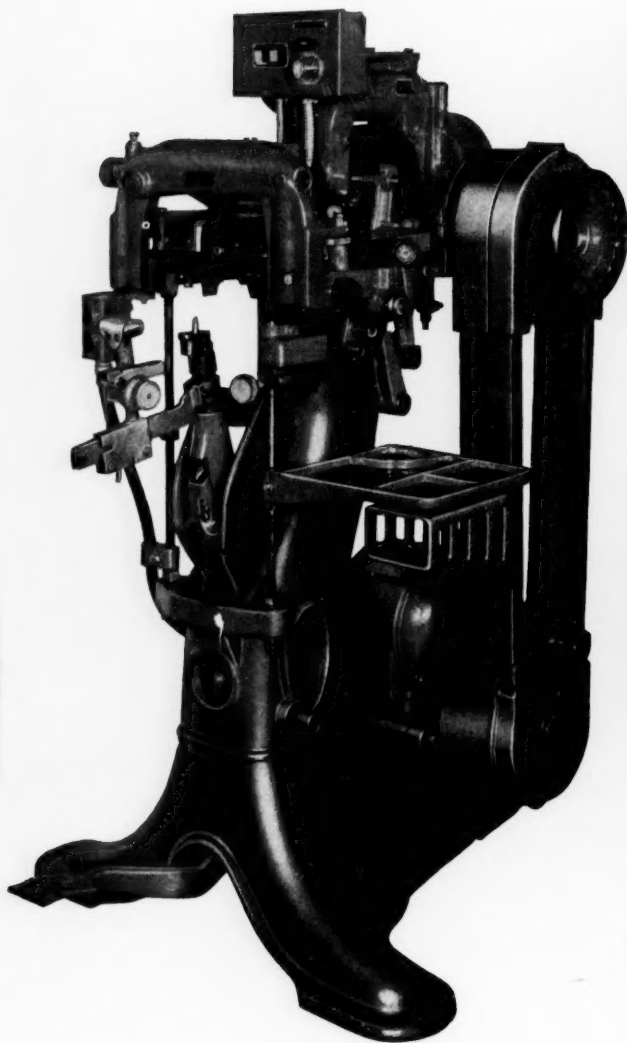
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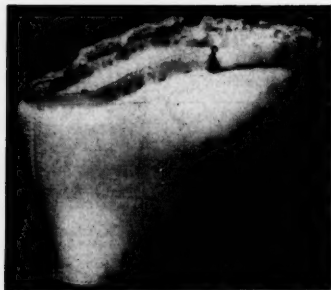


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BOSTON, MASSACHUSETTS

LEATHER and SHOES

October 11, 1952



Hide and skin prices continue to hold firm despite all predictions to contrary. Proof of pudding is growing concern of OPS officials (see story, page 16). OPS told L&S Washington correspondent this week that agency has noted recent increases in calfskins, now approaching danger point. If calfskins and hides show continued rises, OPS may issue official warning.

Actually, hide market has been enjoying false boom. With summer production just about gone, prices should be easing as poorer quality hides hit market. Also, slaughter has been increasing past two weeks. Arrivals at Midwest markets totaled 288,000 head a week ago or 18% more than preceding week and 25% above same week last year. But increased marketing of cattle does not necessarily mean more hides today.

Slowdowns, walkouts and strike threats by packinghouse workers have come at most opportune time for packers. Most are well sold up, have barely enough hides to keep up with even reduced demand. So prices have held at least steady and even risen on more wanted selections.

This could last for some time—but probably won't. Unless labor situation drifts over weeks or even months, slaughter will again hit normal levels. This plus seasonally poor take-off and slowdowns in shoe factories will inevitably combine as depressant on market. When decline does start, the big question will be "how far is down."

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Nothing new on reported merger of Selby Shoe Co. and E. P. Reed Co. Latest word is that Selby officials have been looking over Reed's Rochester plant and set-up, will take back report to stockholders for approval. If merger comes off, it will be another concrete example of growing trend for big companies to take over smaller, consolidate as much as possible.

Once the rush begins, it's hard to stop. Companies can hardly be blamed. Both big and small have found sky-high taxes and skyrocketing costs have made it almost impossible to operate profitably under old, sprawly systems. Only solution, short of lower taxes and costs, is merge and consolidate.

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Curious how economic prognosticators change tune with each breeze. For months, even during bad times of last year, it was economic fashion to predict slowdown, possible recession, even bogeyman depression be-

ginning mid or late 1952 and continuing over several years. Now that recession hasn't come off and Armed Services have revealed they still have \$100 million of allotted \$130 million to spend, economic sages have postponed next "tighten your belt" period until mid or late 1953.

Fact is, businessmen themselves are not looking for recession. Latest surveys of leading firms find most looking forward to good business for months to come. Naturally, they expect short periods of up and downs but over-all outlook is for prosperous activity. This will hold at least until defense spending reaches and passes peak.

What many predictors overlook is this: almost as soon as military spending recedes and private building falls off, public building will experience its greatest boom in history. Ever-growing need for new schools, new roads, new hospitals will come to fore. Best informed sources say U. S. must spend \$20 million alone for normal replacement and essential new construction of schools. Similar amounts must go for highways and hospitals. This means continued high wage levels for many families—and continuation of a buying power that will keep economy at a high level.

There may be a short lull in between end of defense spending boom and start of public construction revival. If so, it will be short. And once the billions begin to roll out on construction, prosperity will be in full bloom again. Cycle or no cycle, a real recession looks a long way off—unless the country pulls in its horns and hibernates for no good reason.

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Lower-priced shoe chains now being partially blamed for declining dollar volume in handbag industry. Although unit sales have remained fairly constant, sales have dropped from \$160 million in 1947 to \$132 million last year, probably \$125 million this year. One big reason, say leading handbag officials, is increased use of lower-priced shoe chains as means of distribution for handbags. More and more offering handbags on sale to be coordinated with shoe purchases—but handbags they offer generally lower-priced than those in department stores.

Leather and reptile skin bags account for 40% annual unit handbag volume. Fabrics consume another 30%. Significantly, Abraham Mittenenthal, co-director of the National Authority for the Ladies' Handbag Industry, reports most handbag manufacturers expected plastic bags to decline in popularity but they still remain "an important influence" in the industry.

OPS EYES CALFSKIN PRICE HIKES

INCREASES APPROACH POINT OF RECONTROL

Shoe Group Urges Care In Leather Purchases

Recent increases in the price of raw calfskins have posed a threat of recontrol and reimposition of price ceilings on hides and skins, leather and, consequently, shoes, according to top Office of Price Stabilization officials.

In an exclusive interview with OPS officials this week, LEATHER AND SHOES learned that the Government price control agency is keeping close watch on the calfskin market.

Government spokesmen said that the price of some calfskin selections is edging "perilously close" to the retrigger point where OPS would automatically clamp down on ceilings.

Officials pointed out that some selections of Northern heavy calfskins have been selling up to 50 cents. Retrigger point, says OPS, is 52 cents.

Former ceiling price on calfskins, under now-suspended ceilings, is 65 cents. The Government has indicated, however, that it will reimpose controls if "significant" selections of hides and skins rise to within 30 percent of their former ceilings.

Expect Lower Prices

Expectation that the rawstock market will soon show signs of weakness has made OPS reluctant to issue any warnings or seriously consider action at this point. The feeling is that with the last of better-quality summer hides almost all sold up, prices are due for a slow retreat.

To date, however, the hide and skin market has indicated little tendency to weaken. Leading packers appear to be well sold up at the moment and it does not require much demand to give the market a firm to strong undertone. This week, despite a seasonal depreciation in hide quality, good general buying interest was reported, particularly for the lighter selections.

Another factor in keeping the market firm is current slowdowns which have occurred in several big packer plants as packers have failed to reach agreement with their employees on a new labor contract. Result is production of hides and skins in the big packer market has taken a definite nosedive despite reports of larger cattle and calf receipts at principal live markets.

These factors, somewhat unexpected, have combined to keep hide and skin markets at unseasonably high levels.

Meanwhile, shoe manufacturers received a word of caution this week by the National Shoe Manufacturers Association. The trade association is well aware that reimposition of hide and skin controls would inevitably mean the similar fate for shoe price ceilings.

The association's Oct. 3 bulletin said:

"The shoe industry should exercise as much care as possible in its purchases of calf leather at this time in order to deter, as much as possible, this rise in calfskin prices.

"This is particularly important at this time because we are faced with the announcement made by the Office of Price Stabilization that if hide and skin prices again approach ceilings, controls will be reimposed on hides and skins.

Warning Heard

"The shoe suspension also stated that controls would be reimposed on shoes at the same time they are reimposed on hides and skins.

"While it is extremely difficult to purchase raw materials, make and merchandise shoes with the constant problem of controls it should be noted that the shoe manufacturers, in their resistance to increasing raw materials costs in the past few months, have done a great deal to stabilize the hide market.

"This practice of careful buying should be continued. In the shoe industry, where labor and machinery costs are somewhat rigid, the maintenance of stable raw materials costs is almost essential to maintenance of profits."

New England Tanners Meet October 17

Members of the New England Tanners' Club will convene at the Hotel Hawthorne, Salem, Mass., on Friday evening, Oct. 17, for the club's first monthly meeting of the season.

Guest speaker of the evening, following the usual social hour and dinner, will be Rep. William Bates, who will speak on his recent trip to Korea.

Tickets may be obtained from the Secretary, New England Tanners' Club, Box 371, Peabody, Mass.

SHOE FOREMEN TO VOTE ON MERGER

New England May Join North American Group

The New England Shoe Foremen's and Superintendents' Association, comprising some 800 members associated with New England shoe firms, may shortly merge with the North American Shoe Superintendents', Foremen's and Allied Trades' Association, large international foremen's group.

This was perhaps the outstanding development of the latter's fifth annual meeting held last week in Montreal, Canada.

Word that the New England group was interested in such a move came out after Milton Daub, retiring North American president, received a letter from Harry Kimball, secretary of the New England Association. Kimball is associated with Allied Marker Co., Inc., in Haverhill, Mass.

The letter said that the New England membership was interested in joining the North American organization, which numbers some 800 members already. Of these, half are members of the New York Shoe Superintendents' and Foremen's Association.

The New England group has scheduled a meeting in Boston on Saturday, Oct. 25, to consider the merger.

New president of the North American Association is Lawrence A. Engel of Brooklyn, one of the founders of the group's constitution and a trustee of the New York organization. Engel was not present at the Montreal meeting due to a religious holiday.

Other officers for the coming year include Harry R. Levy of Golden Leather Board Co., Belle Harbor, N. Y., vice president; Joseph Welsh, Dees-Standard Thread Co., New York, secretary; Joseph Goldsmith, Columbia Combining Co., Brooklyn, re-elected American treasurer; F. Harry Travell, Galt Shoe Mfg. Co., Ltd., Kitchener, Ont., re-elected Canadian treasurer; and Milton H. Daub, retiring president, Alfred Hyatt, Gay-Walker Shoe Co., Ltd., Montreal, and Joseph Goldsmith named trustees.

The group will hold its next convention in New York City during the fall of 1953. Because officers are now predominantly American, headquarters this coming year will be maintained in the U. S.

GOOD VOLUME BOOKED AT BOSTON SHOE SHOW

New Price Boosts Predicted For Spring

Exhibitors at the Advance Boston Shoe Show, held Oct. 5-8 at the Hotels Statler and Touraine in Boston, reported themselves highly satisfied with business booked during the week.

Several shoe manufacturers reported themselves completely sold up through Easter deliveries; others said they would not be able to take many more orders. The majority freely predicted that late orders would find offending retailers without shoes for Spring.

The showing, sponsored by the New England Shoe and Leather Association, is held semi-annually to permit jobbers and manufacturers in the medium and low-priced lines to give volume customers from the Southwest as well as department and chain store buyers a chance to preview the next season's lines.

One Ominous Note

One ominous note, however, was evident throughout. Although manufacturers said their current lists were about the same as last Spring, many were predicting higher prices for next Spring. Basis of this feeling was a coming showdown with labor in the Massachusetts and New England area. Many felt that higher wages were almost inevitable and the only alternative was higher prices.

For the most part, exhibitors and buyers agreed a good Spring was in the offing. Estimates ranged from conservative views of business "at least as good as Spring 1952" to predictions of volume exceeding this Spring by 20 percent.

Exhibitors also pointed out that results of the Boston showing had since 1950 proved a reliable barometer of business to come and they felt this year's showing should prove no exception.

Women's shoes, particularly casual lines, in the \$2 to \$5 retail range did a stand-off business. Especially in demand were white leathers and fabrics. Men's casuals and ventilated shoes were also big movers. Children's shoes proved extremely active with some exhibitors closing early after having sold all they could handle.

Despite higher prices — from 15-20¢ per pair at factory level — on

children's patent leather shoes, business was reported brisk.

Slipper manufacturers reported themselves about sold out with a big Christmas ahead.

OPEN NEW TANNERY

Middlesboro Tanning Co., Inc., recently organized by former employees of Keystone Tanning & Glue Co., former subsidiary of U. S. Leather Co., has begun tanning operations in the former Keystone tannery at Middlesboro, Ky.

The plant, one of many sold in the liquidation of U. S. Leather, has been completely overhauled and equipped with new machinery.

President of the new corporation is Fred Seale, formerly general superintendent of Keystone. E. W. Nagle, also a former employee of Keystone, is vice president. Directors, in addition to the above, include Craig Ralston, Ben Brown and Glen Yoakum.

Middlesboro Tanning Co., Inc., is capitalized at \$1,000,000.

Men's Style Group To Meet October 15

The Men's Style Committee of the Popular Price Shoe Show of America has scheduled a meeting on Wednesday, Oct. 15, to determine significant style trends and how they will be presented at the PPSSA fashion exhibit on Dec. 1-4.

Men's shoe fashions will be dramatized in a permanent exhibit during the show in the foyer outside the grand ballroom of the Hotel New Yorker.

The committee, under the chairmanship of Richard Charnock of Melville Shoe Corp., will meet at the offices of the National Association of Shoe Chain Stores, co-sponsor of the show with the New England Shoe and Leather Association.

Perkins H. Bailey, men's fashion editor of *Look* magazine, and executive editor of *Men's Wear*, will discuss impressions of European shoe fashion trends with the committee. Ruth Hammer Associates, fashion directors of PPSSA, will conduct the meeting.

Other members of the PPSSA Men's Style Committee are: M. H. Reese, of A. S. Beck Shoe Corp.; Herbert Rich, Lewis Hecklen Sales Co., Inc.; Louis Auclair, Great Northern Shoe Co., and Saul L. Katz, Hubbard Shoe Co.

LEATHER LABORATORY FOR CANADIAN FAIR

Newest Tanning Techniques On View

A modern industrial laboratory, complete with the latest scientific equipment, has been moved some 500 miles from Cincinnati, O., to Toronto, where it is one of the principal features of the annual Canadian Shoe and Leather Fair.

The laboratory is part of the Tanners' Council Research Laboratory at the University of Cincinnati, Ohio. Dr. Fred O'Flaherty, internationally-known leather chemist and director of the Cincinnati laboratory, supervised the move.

Installation of the laboratory at the Shoe Fair was arranged by Leather Industries, Inc., joint Canadian-U. S. organization established recently to provide information about and promote the sale of leather, shoes and other leather products.

On view at the Leather Industries Laboratory will be newly developed scientific apparatus which demonstrate the latest techniques in producing leather for shoes and other products.

Among the equipment on view is a plexiglass shoe with leather sole, demonstrating leather's ability to "breathe." Moist air is pumped into the sealed plexiglass shoe and passes through the leather sole. As it does so, it strikes specially-treated blue-colored paper which turns pink when exposed to moisture.

210 Associates Launches Publicity Program

Appointment of a new publicity committee to carry out an extensive advertising campaign in behalf of The 210 Associates, national philanthropic foundation for the leather, shoe and allied trades, has been announced by Joseph T. McCauley, president of The 210.

The new committee is comprised of Albert D. Aronson, American Girl Shoe Co.; Harry Freedman, resident buyer in Boston; Fred N. Phillips, Phillips Premier Corp., and Gordon Scott of the *Boot and Shoe Recorder*. Plans have already been formed for a program employing descriptive pamphlets, direct mail and display booths.

Typical of the new campaign was the 210 window display which appeared this past week in the Eastern Airline window at the Hotel Statler, Boston, where the Advance Boston Shoe Show was being held.

SCHWEINIGEL CLUB OUTING CANDIDS AND CAPERS



Over 110 members and guests of the Schweinigel Club of Milwaukee frolicked and capered about the Ozaukee Country Club during their annual fall golf outing held Sept. 30. An L&S cameraman caught the boys in the following informal poses: (1) Poul Wedseltoft sitting at the left guards the scoreboard while C. J. Seigman records the scores in the Calcutta Tournament. (2) Leonard Schaden, J. Z. Greeley, Bob Lotz, Carl Vogel, Karl Ratzsch (standing from left to right), and Herb Stumpf (sitting), feature wide grins. (3) Don Jones, Bill Tefft, Helmuth Theile, Paul Stahnke and H. F. Lee (from left to right), take time out for their picture.

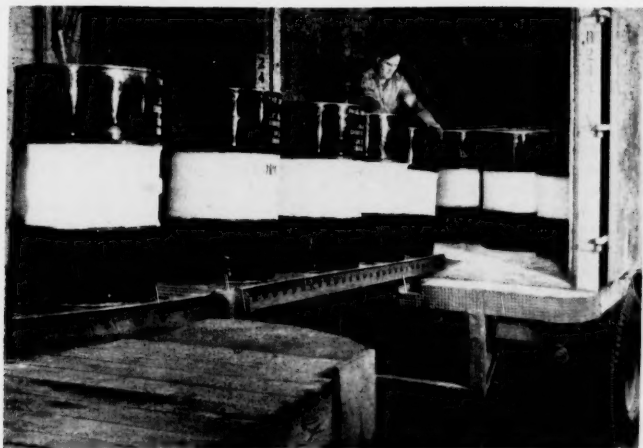
(4) Don Jones, Alan Shackelford, Pat Raddatz, Roy Trader and Joe Bloomberg (from left to right), strike a relaxing note. (5) (standing) Frank Hansen and Walter

Haase; (sitting) Harold Stewart, Ed. Behne, Matt Pahlé and Harry Batchelder, Jr., waiting the call for dinner. (6) Dr. Alvin Seelman "hogs" the door prize.

(7) Leonard Schaden and Alan Shackelford in a serious mood. (8) Poul Wedseltoft, A. G. Alexander, Don Jones, C. J. Seigman, Bob McClelland and Phil Ott pay strict attention to the lens. (9) Charles Bartles and Elmer Rumpf listen to a "tall" one. (10) Bob Anderson, A. A. Gebhardt, Harold Van Horne and Harry Batchelder, Jr., relax after the golf match. (11) New members await initiation ceremonies.

The outing marked the Club's 50th year of existence. Low net was taken by Al Gilbert of Gilbert Shoe Co., Thiensville, with a score of 66. George Carley took low gross honors with a 74.

NOPCO LAUNCHES NEW DRUM DESIGN



Pictured above is the first load of Nopco Chemical Co.'s newly adopted "dressed-up" drums coming off the automatic conveyor and rolling into a giant truck. Swing-over to the more distinctive, colorful package by the Harrison, N. J., firm offers a two-fold advantage to Nopco customers. The sparkling black drum with brilliant golden-yellow center band assures quick identification in the factory. Additional stencilling of all-important shipping marks on the bung side and heads makes for easier warehousing in palletized units. Nopco has begun extensive use of the new drums and will replace all existing drums shortly.

SHOE UNION READIES BAY STATE PACT PLANS

Will Demand Substantial Pay Hike

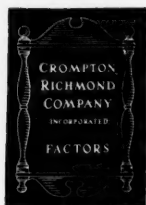
Representatives of Massachusetts locals of United Shoe Workers of America, CIO, met at the Hotel Bradford in Boston Oct. 8 to discuss plans for approaching contract negotiations with shoe manufacturers in the area.

Although officials refused to disclose immediate plans, it is expected the union will ask for a wage increase and additional benefits such as paid holidays and increased hospital and medical payments.

Manufacturers have already indicated that they will oppose union demands for any substantial wage increase. The union has already notified manufacturers that it desires to reopen wages as provided by the current contract. It is expected that detailed demands will be set before manufacturers before the end of Oct.

At midweek, officials of the union's Salem local, representing plants in Salem and Beverly, predicted that members would vote to strike unless granted "substantial" pay increases for 1953. Other locals were expected to support this stand.

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PPAFF OFFERS NEW LOCKSTITCH MACHINE

A new completely streamlined single-needle high-speed lockstitch machine with a completely automatic lubricating system was the feature of a showing of new and improved industrial sewing machines held in New York last week by Pfaff Industrial Sewing Machine Corp.

The new Pfaff Model 434 has a speed of 5,550 stitches per minute and a number of exclusive features of interest to manufacturers in the needle trades. It is adaptable to both the shoe and leather goods trades, according to Paul Zellweger, vice president and general manager of the firm.

Zellweger said Model 434 will be available within the next two months and will be priced in the \$200 bracket.

Another machine which drew widespread interest was Pfaff Model 145, a one- or two-needle high-speed flat-bed sewing machine with compound feed and alternating pressers. Model 145 is available for manufacturers of leather goods, leather clothing, canvas goods of all descriptions, upholstered furniture and many others, including shoe manufacturers.

At a luncheon held Oct. 1 for the trade press and Pfaff distributors and

dealers, Zellweger said the company had made excellent progress in its first full year in the U. S. Zellweger said he believed that this is the first time in U. S. history that a foreign sewing machine manufacturer has made "a determined and successful bid" for this tremendous industrial market.

The company has at present 1,500 variations of machines engineered for particular needs and a large stock of parts, models and needles, Zellweger said.

Other officials present at the luncheon were Louis Auerbacher, president of Pfaff, and David Frankel, executive vice president of American Safety Table Co. of Reading, Pa. The Pfaff factory is located at Kaiserslautern, Germany.

A. J. Fingulin Joins Lee Donnelley

A. J. Fingulin, former secretary of the National Hide Association, has joined the advertising management firm of The Lee Donnelley Co. in Cleveland, O., as account executive and public relations counselor.

Active in the hide industry for many years, Fingulin is the son of the late A. J. Fingulin, Sr., who was a former secretary of the National Shoe & Leather Finders Association.

Open New Shoe Procurement Agency

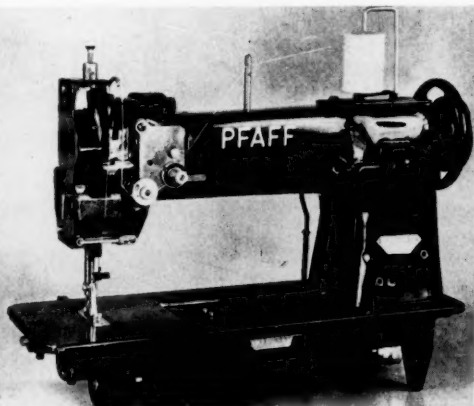
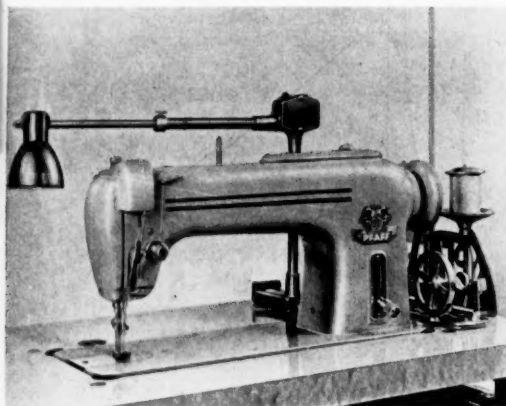
The Armed Services Textile and Apparel Procurement Agency, newly-established purchasing agency for the combined armed forces, has begun operations at 111 East 16th St. in New York City.

Known as ASTAPA, the agency will procure footwear, clothing, textiles and related supplies for use by the Army, Air Force, Navy and Marine Corps both at home and overseas. It is expected to fill a long-felt need for a joint armed forces purchasing agency capable of achieving maximum economy and efficiency in military procurement.

ASTAPA will be responsible for all operational phases of military procurement planning, including consolidation of requirements, analysis of the market and determination of patterns for the phased placement of orders. Brig. Gen. R. P. Hollis, USA, formerly in command of the New York Procurement Agency, has been named Chief of the Agency Staff.

Significantly, officials of the agency said it hopes "to avoid the creation of undesirable and unnecessary peaks and valleys of production likely to have a harmful effect upon industry."

NEWEST PFAFF SEWING MACHINES ON DISPLAY



Pfaff Industrial Sewing Machine Corp.'s new Model 434 at left is a single needle high-speed lockstitch machine which lubricates itself automatically and has a speed of 5,500 stitches per minute. Adaptable to the shoe and leather goods trade, it is the first machine with a fully-enclosed bed-plate, built-in oil pan, and a suction pump for removing surplus oil in the head parts. Model 434 can be supplied in three varieties for fine, medium and heavy material

and has larger bobbins holding approximately 10 percent more thread than conventional machines.

Model 145 at right is a one- or two-needle, high-speed, flat-bed sewing machine with compound feed and alternating pressure. A great variety of fittings and attachments give it unusual versatility. Model 145 features a unique hook construction with extended surface to help build uniform stitches, thus easing operation with synthetic fiber threads.

MILITARY BIDS AND AWARDS

Black Combat Boots

October 21, 1952—Invitation ASTAPA-30-280-53-2, covering invitation to bid on 1,644 pairs men's leather combat boots, black upper, capped toe, non-skid rubber sole and heel and laced front 10" high. Specification MIL-B-11077 (QMC) dated April 12, 1951, Class 2, black. Opening at 11:00 a.m. in New York with delivery, 80% domestic and 20% overseas, by Jan. 31, 1953, to Wilkins AF Specialized Depot, Shelby, O.

LATEST MARINE AWARDS

The Marine Corps has announced award on contracts on three invitations as follows:

Invitation No. 162, low quarter shoes, Doyle Shoe Co., Brockton, 42,024 pairs at \$4.333, \$4.36 and \$4.42 per pair; and J. F. McElwain Co., Nashua, N. H., 76,524 pairs at \$4.24 per pair, fob factory.

Invitation No. 151, field combat boots, Endicott-Johnson Corp., Endicott, N. Y., 26,394 pairs at \$5.945 for

Philadelphia delivery and 13,032 pairs at \$6.15 per pair for delivery to San Francisco.

Invitation No. 154, field service shoes, Endicott-Johnson Corp., 122,933 pairs at \$4.55 for Philadelphia and 35,000 pairs at \$4.71 for San Francisco; and J. F. McElwain, 96,682 pairs at \$4.51 fob factory.

AWARD COMBAT BOOTS

Endicott-Johnson Corp. has been awarded the lone contract on QM-30-280-53-126 covering 297,456 pairs russet combat service boots, midweb resistant. The award, announced by the newly-formed Armed Services Textile and Apparel Procurement Agency, was made on Endicott's low bid of \$5.58 to \$6.143 per pair. Total value is \$1,729,537.28.

OPEN HIDE BIDS

There were only two bidders at the opening of Army Invitation QM-30-280-53-306 calling for cow and steer hides for Korea's civilian supplies. Both bidders bid only on item No. 1—40,880 lbs. of raw cow hides with low bid submitted by Kaufman Trading Corporation of New York City which offered to supply the total quantity at 20.09 OR at 21.09; three days acceptance, net.

The other bidder—Herman Hollander, Inc., New York City, offered the entire quantity at 21.60; three days acceptance, net.

AWARD LEATHER ITEMS

Three leather firms shared in awards on Army Invitation QM-30-280-53-189 calling for four leather items.

Following are the items and the firms that received awards: 1,440 natural russet calfskins, A. F. Gallun & Sons Corp., Milwaukee, at \$5.5875; 72 heavyweight horsehide fronts, Fred H. Lowenstein, Inc., N. Y. C., at \$3.37; 576 lightweight horsehide fronts, Steinberg Bros., N. Y. C., \$3.35. Steinberg Bros. also received the award for 264 medium weight horsehide fronts at \$3.55.

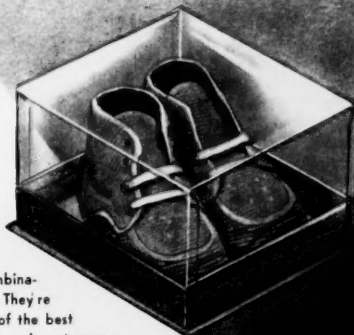
OPEN MUKLUK BIDS

Bristol Manufacturing Co., Bristol, R. I., was low bidder at the opening of Army Invitation QM-30-280-53-263. The concern offered to supply the total quantity of 1,392 pairs of cold-dry mukluk boots, with four pairs of felt insoles at \$11.25 per pair; 60 days acceptance, net. There were two other bidders.

first *Seen* is half sold!



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Pratt To Start Beamhouse Course October 27

Pratt Institute School of Leather and Tanning Technology will open its special four-weeks course on Beamhouse Practice beginning Monday, Oct. 27.

Tanners and allied trade firms interested in sending men to this course are urged to contact the school as early as possible.

The school is also forwarding to the trade a brochure describing the series of specialized short-term courses to be offered during the 1952-1953 school year, according to A. W. Goetz, director.

New Hi-Walled Welt



Wright-Batchelder Corp., maker of Dryseal welting, is introducing this brand new, exceptionally high-walled welt which the company claims will stay tight against the upper while offering many style possibilities. Charles F. Batchelder, Jr., president of the company, states that the ability of Dryseal material to retain its elastic tension throughout the life of a shoe makes it particularly suited to this type of welting. Wright-Batchelder will show the high-walled welt for the first time at the National Shoe Fair in Chicago.

NILES SHOE PRODUCTS NOW IN OPERATION

A busy place in the little town of Elkhorn, Wis., these days is the newly-opened Niles Shoe Products Co. The company was opened in early spring and has been gradually getting underway, training new employees and working out various operations.

Owner is Michael L. Niles, who also operates the Van Horne-Kaestner

Leather Co. in Milwaukee, manufacturers of uplifts and counters. A veteran of 33 years in the shoe supplies business, Niles hopes some day to have his entire operation in Elkhorn where he plans to make his home.

A son, Irving Niles, is in charge of the Van Horne-Kaestner plant while another son, Donald M. Niles, is superintendent of the new Elkhorn plant. A third son, James Niles, operates the Niles Machine Tool and Die Works, now in Milwaukee and soon to move to Elkhorn.

Chicago Group Sets Dinner For October 23

The Hide and Leather Association of Chicago has scheduled its Annual Banquet and stag to be held Thursday evening, Oct. 23, in the Main Ballroom of the Edgewater Beach Hotel.

Visitors to the National Hide Association Convention and Tanners' Council Meeting are invited to join the gay crowd expected to start convening at 5:30 p.m. that evening.

Dinner will be served at 7:00 p.m.

TANNERS' COUNCIL OF AMERICA

36TH ANNUAL MEETING

OCT. 23-24, 1952 EDGEWATER BEACH HOTEL, CHICAGO

SCHEDULE OF EVENTS

Wednesday, October 22

- 12:00 noon—Luncheon—Calf Raw Stock Committee Meeting
- 12:30 p.m.—Luncheon—Finance Committee Meeting
- 2:00 p.m.—Hide Committee Meeting
- 3:00 p.m.—Nominating Committee Meeting
- 4:00 p.m.—Board of Directors Meeting
- 6:30 p.m.—Board of Directors Dinner

Thursday, October 23

- 10:30 a.m.—General Session—Ballroom
- President's Address—Lawrence L. Jones, Willard Helburn, Inc.
- Modern Markets—Sidney Garfield, President, Hirshon-Garfield, Inc.
- Economic Scene-Shifting—Prof. Leo Wolman, Columbia University
- What Are Costs?—George Wightman, Sec.-Treas., Northwestern Leather Co.
- Report to Industry—Irving R. Glass, Exec. V.P., Tanners' Council

- 12:30 p.m.—Reception and Luncheon
- Washington Calling—Marquis W. Childs
- 2:30 p.m.—Group Meetings

Friday, October 24

- 9:15 a.m.—General Session—Ballroom

Panel and Discussion:

The Outlook for Raw Materials

Edward L. Drew, Chairman
Tanners' Council Economist

Domestic Supplies—Russell E. Ives, Associate Director, American Meat Institute

Foreign Supplies—Julius G. Schnitzer, Director, Leather Division, National Production Authority

The Fight Against Misrepresentation

Leif C. Kronen, Secretary
Tanners' Council

Leather Industries of America

Progress Report—Clayton F. Van Pelt, President, Leather Industries of America

Reports of Policy Committee and Staff

Production Development and Improvement

Reports by Dr. L. V. Griffis, Armour Institute of Technology; William M. Katz, Superior Tanning Co.; William O. Dawson, Chemtan Co.; Dr. Robert Shaw, Rohm & Haas Co.; F. L. DeBeukelaer, American Meat Institute Foundation; Helen D. Taylor, Director, Tanners' Council Color Bureau; Dr. Seymour S. Kremen, Tanners' Council Research Laboratory; Charles T. Locke, E. I. DuPont de Nemours & Co.; George H. von Fuchs, Batelle Institute.



Person to Person



• **Lester Roberts** is reported to have resigned as secretary-treasurer of Finnegan Hide Co. after 40 years with the firm. He is forming his own business under the name of **Lester Roberts Hide Co.** and will operate at 119 Main St., Houston, Tex., as of Oct. 15. Roberts will act as a broker and dealer in hides, skins and wool.

• **Jack Weiller & Co.**, Chicago hide and skin broker, has announced the following additions to its staff: **Russell McNutt**, formerly associated with a St. Louis hide firm, and **Charles Girdner**, until now a member of a Minnesota brokerage, have joined the Weiller firm at its Chicago offices.

• **Arthur Salzer**, who has been covering New York State on the sales staff of Bristol Fabrics, Inc., and Pero & Daniels, both of Boston, since 1946, has resigned to rejoin the sales staff of Lawrence Schiff Silk Mills, New York. Salzer was associated with Lawrence Schiff for six years prior to 1946. He will cover New York City and New York State while maintaining headquarters at the office of Lawrence Schiff Silk Mills, 95 Madison Ave., New York.

• **Jack L. Roth**, former president of Roth, Rauh & Heckel Shoe Co., Ripley, O., has joined So-Lo Marx Rubber Co. of Loveland, maker of "Totes" lightweight rubber footwear. Roth, Rauh & Heckel was recently purchased by U. S. Shoe Corp.

• **Ben Ruskin**, one of Haverhill's veteran shoemaking executives, has joined the staff of Allen Shoe Co. as superintendent. He was formerly with Myrna Shoe Co. of Manchester, N. H., and Herbert Holtz Shoe Co. of Haverhill.

• **Joseph C. Goyette**, former manager-treasurer of United Shoe Workers of America, CIO, in Haverhill, has departed on a second visit to Europe sponsored by the Mutual Security Agency. Goyette will first visit shoe factories in France, Western Germany, Denmark and Norway where he will conduct production surveys.

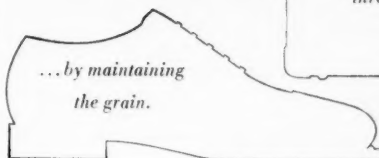
He will visit areas where he previously recommended changes in factory methods. This second assignment is expected to keep him overseas for the better part of a year. He will be accompanied by his wife.

• **Louis Wetzman** has been appointed to the newly-created position of vice president in charge of sales of Ayers Shoe Corp., Boston manufacturer of infants' shoes. Wetzman will be in charge of sales and promotion for the firm.

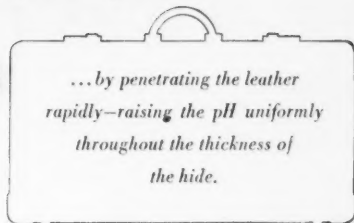
• **Roland D. Feltman** has resigned as president of Feltman & Curme, family shoe chain, effective on Nov. 1. No successor has been appointed as yet although unofficial sources have named executive vice president Vernon Power. Feltman remains on the board of directors.



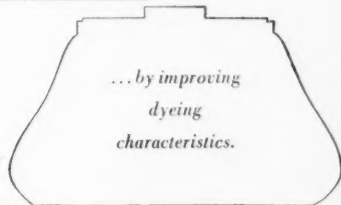
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GOOD SALES VOLUME AGAIN EVIDENT IN LEATHER MARKETS

Only Sole Tanners Find Going Slow As Upper Leathers Share Activity

New York Markets

Upper Leather: Reports in the market that a good steady movement of chrome tanned large spread 4-4½ ounce elk is going on at 40-42c and down. This week has been about the first time that a good demand has been noted in elk. Previously, the better tannages of vegetable-tanned leather were best seller at 47c and down for large spreads of 4-4½ ounce. Now tanners report a slow up in demand, as compared with previously, that is. There is still some price resistance noted but in the main, 40c and down seems to go without much argument.

Calfskins: Market firm in price but price resistance noted from buyers. Lists on women's weight suede start at 90-95c and down and on smooth 85-90c and down but leather salesmen say they have price resistance at these levels. Most of them are well sold up at the old levels and the tanners are behind enough in deliveries so they do not have to worry about the new lists. However, they admit that when they talk 90-95c and down and 85-90c and down, they find shoe manufacturers not very friendly.

Sole Leather: There is good demand for 10 iron and up and 9/10

iron bends and some say the market is about 53c for 10 iron and up and 56c for 9/10 iron. Others report they have sold at 55c for 10 iron and up and 58c for 9/10 iron but it is believed these are special cases. Volume trading involving good tannages at 53c and 56c respectively. Lighter weight bends steady and go up to 70c but not much action here, especially when compared with the inquiry for heavy bends.

Offal situation continues about the same with double rough shoulders about the most active. Prices remain the same running from 47c to 52c as to weight and tannage. Bellies, cows and steers, still quoted 24c to 25c here and even 26c for some tannages. Others say some sold at 23c but the bulk of good tannages hold at 24-25c.

Belting Fair

Belting leather tanners of Philadelphia say business can be described as "just fair." Some tanners report demand fell slightly in the past week. Others just about holding to the same level. No price changes. Shoulders remain active, with the waist belting season in full swing.

Carriers are, of course, also selling shoulders with little trouble. Busi-

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	85-1.05	73-1.00	80-1.10	1.18-1.35
CALF (Women's)	80-1.00	70-90	70-1.00	1.15-1.30
CALF SUEDE	85-1.00	80-95	80-1.10	1.30-1.40
KID (Black Glazed)	75-90	75-90	70-1.05	80-1.25
KID SUEDE	80-92	80-92	70-95	70-1.02
PATENT (Extreme)	54-58	50-56	55-80	70-86
SHEEP (Russet Linings)	17-28	17-28	16-30	20-35
KIPS (Combination)	50-58	48-58	60-67
EXTREMES (Combination)	47-53	46-54	60-64
WORK ELK (Corrected)	36-44	36-46	50-60	68-75
SOLE (Light Bends)	68-70	67-70	83-88	1.02-1.08
BELLIES	23-25	24-25	40-45	64-68
SHOULDERS (Dble. Rgh.)	50-55	50-55	82-90	93-1.02
SPLITS (Lt. Suede)	34-38	32-38	36-41	40-45
SPLITS (Finished Linings)	21-23	21-23	20-25	26-30
SPLITS (Gussets)	16-18	16-18	21-26
WELTING (½ x ¼)	7½	7½	12½	13½
LIGHT NATIVE COWS	17½-18½	17½-18	34-35	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.

ness generally good in butt bends. Light, medium and heavy weights in demand, with resulting shortages in some instances. Extra lights not wanted and easy to get. Most tanners feel business still mainly due to activity in Southern mills.

Some tanners have held to their price lists while others have increased quotations an average of 8c on the weights most in demand. This increased price falls within the range published — the minimum prices quoted are still listed by some tanners.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Sele.	No. 2	No. 3
Butt Bends	1.22-1.35	1.18-1.30	1.14-1.20
Centers 12"	1.01-1.62	1.39-1.57	1.28-1.35
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.30
Wide Sides	1.12-1.28	1.08-1.23	1.01-1.08
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.00
Premtime to be added; Ex Heavy, minus 2c to plus 5c; Light, plus 10c; Ex Light, plus 14c.			

Sole Sluggish

Sole leather tanners in Boston area do not share in general activity reported on leather markets this week. Although some tanners claim slowdown is normal for this season, lack of sales and evident price resistance disappoint many. Because there is not too much leather around, tanners try to hold prices firm. There are signs of softness here and there.

For most part, sales reported are at previous levels. Although volume

far from satisfactory, tanners claim they are getting 52-53c and down for bends 10 iron and above, 54-55c and even 56c for 9, 10 iron bends, 59-62c for medium bends and up to 70c for lights. Better buying is below this.

Sole Offal Slack

Although bellies are "not quite as good" as they were a couple months back, they find some business at 23-24c with best grades moving here and there at 25c. Nothing heard above this. Single shoulders very slow. Double roughs moving up to 52-53c for better lightweight wetting stock. Waist belt stock higher. Heads have sold below 15c but move slowly. Fore shanks quoted at 13-16c with hinds at 13-20c but not too much activity.

Calf Picks Up

Calf leather tanners in Boston report somewhat unexpectedly good business in past week and half. Unexpected because many were afraid increased prices on leather would scare away more buyers. However, recent boosts in raw calfskins have left tanners no alternative and they have upped leather lists another 2-3c; some are asking up to 4c above last levels. One or two have issued no new lists but indicate they will sell

leather only at "mutually satisfactory" prices.

Shoe manufacturers appear to have accepted a good deal of increase since calf is expected to do so well next spring. They feel they must have leather now or no shoes later—and calf will undoubtedly be big factor in spring picture.

For most part, men's smooth calf sells at \$1.00 and down—some tanners ask more. Best volume at 85-90c and below. Women's weights held at 95c and below for top grades with volume below 80c. Colors wanted. Suede active at \$1.05 and down—best sales at 85c and below.

Sheep Same

No change in Boston sheep leather market, say tanners. Sales moderate but steady. Prices same. Russet linings move best at 24c and below. Boot linings good enough at 24-25c; shoe linings at 14-18c. Colored vegetable fair at 22-24c; chrome linings at 27-28c for better grades. Garment suede finds business at 30c for better grades and 23c and down for lesser. Garment grain sluggish.

Side and Kip Good

Both side and kip leathers do active business this week. Kip has been feeling result of recent increases on

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calf market. Thus tanners have little difficulty in moving better grade corrected kips at 52-54c, both men's and women's weights. Combination-tanned kips still at 57-58c level for better tannages.

Many side leather tanners claim they are sold out. When leather is available, large sides bring 44-48c for volume. Combination-tanned heavyweight extremes, better grades, bring 51-53c. Chrome-tanned extremes steady at 48c and below. Work shoe retan wanted at 41-42c. Moccasin-type sides bring 47c and below for extremes, 42-43c and below for large sides.

Splits Moving

As usual, better grade heavyweight suede splits do bulk of business. Prices still at 44-46c for black and colors. Women's weights in 36-38c for black, up to 40c for colors. Linings moderately active at 21-23c, gussets spotty at 16-18c.

Patent Big

Patent leather tanners in Boston report a most successful season. Black patent keeps moving and tanners busy. In some cases, patent orders are double last year. Prices at 56-58c for better grade extremes and smaller sides. Larger sides bring

52c and below. Top grade kips listed up to 85c but volume is in middle and low 60's.

Glove Selective

Selective buying the rule in this market. Manufacturers seem determined to end the year with clean shelves. They buy only what they need to complete this year's business. Tanners also watching their buying and the result is a spotty, irregular leather market.

Pigskins selling fairly well.

Demand steady and most grades moving. Prices quoted from 90c down. Not much call for deerskins. Due to Government controls, very few firms featured this glove. Prices range from 55c down to 36c for the pigtex grade. One dealer has offered the top two grades for 45c.

Men's grey suedes slow moving at 34c and 26c. The imported varieties not doing any better. In all lines price still the prime consideration. The cheaper leathers such as domestic and Iranian grains are in the best demand.

Work Glove Steadies

Market seems to have steadied again. Occasional odd lots were

selling formerly with concessions from listed prices by a half cent reported here and there. Now sellers are firming in their ideas and have booked some new business at full lists. If anything, work glove leather seemed to be in slightly better demand and steadiness in raw material markets has helped to create an improved undertone.

Work glove splits in LM weight firmly listed at 14-15c for No. 1 grade, 13-14c for No. 2 grade and 12-13c for No. 3 grade, as to productions. M weight alone is listed at 16c for No. 1 grade, 15c for No. 2s and 14c for No. 3s.

Garment Moderate

Some business in good tannage horsehide garment leather confirmed this week at 38c and down. Previously, up to 39-40c quoted in some selling quarters but buyer resistance to these prices encountered over the 38c mark.

Scattered purchasing of sheepskin descriptions also indicated at 30-32c and down for better tannages and 28c and down for ordinary productions of suede finish. Grain type, however, still slow at 23-29c and down for best and at 26c and down for ordinary tannages. Reports of poorer quality productions selling in the low 20's but details rather vague.

Bag, Case and Strap Spotty

Case leather has some call around low end of recently quoted ranges and some business done at 48c for 2½ ounce and 52c for 3 ounce types. Sales of strap leather made here and there involving russet. In one quarter, there was a fair business done in black finish.

Grade A russet strap leather quoted mostly unchanged with 4 5 ounce at 55-57c; 5 6 ounce at 57-59c; 6 7 ounce at 59-61c; 7 8 ounce at 61-63c; 8 9 ounce at 63-65c; 9 10 ounce at 66-68c and 10 11 ounce at 69-71c. B grade still quoted at 4c less and C grade discounted another 4c from above quoted prices for Grade A. Colors still bring a premium of 2c and glazed 3c above russet.

Kid Good

Kid leather tanners in Philadelphia find generally good business continuing. Suede still in rather strong demand in black, and by now practically all tanners are finding shortages in the low-to-medium grade.

No one knows just what will develop further since black suede has gone far beyond its usual season, and

experience
dictates...

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shows no signs of dropping in the immediate future. However, some feel that a sudden drop will happen fairly soon since it just cannot keep up indefinitely. Blue suede selling in some quantity. Some tanners mentioned white as starting up.

In glazed, emphasis still on colors with business expected very soon. Linings fairly active. Some feel this activity is tied to black suede and anticipate less business when the suede demand finally falls off. Slipper leather "very dead." Nothing new reported in crushed. Nothing at all in satin mats.

Average prices quoted:

Suede 32-92c
Glazed 25c-92c
Linings 25c-60c
Slipper 25c-60c
Crushed 35c-75c
Satin Mats 69c-1.20

Sole Leather

Sole leather tanners in Philadelphia report business fairly good. Many tanners not too well satisfied with the volume of orders coming in, but they feel that market is strong and look forward to increasing business. Factory bends still moving along well. Findings are generally described as extremely dull. Demand on heads and bellies about the same as last week.

Tanning Materials Firm

Raw tanning materials market continues on a firm basis and quotations maintain firm position. Tanning Extracts unchanged.

Raw Tanning Materials

Divi Divi, Dom., 45% basis shp't, bag	\$70.00-\$72.00
Wattle bark, ton, "Fair Average"	\$103.00
Sumac, 28% leaf	\$98.00
Ground	\$115.00
Myrobalans, J. 1's	\$46.00-\$48.00
Genuinea	\$62.00
Crushed, 40%	\$64.00
Valonia Cupe, 30-32% guaranteed	\$65.00
Valonia Beards, 42% guaranteed	\$85.00
Mangrove Bark, 30% So. Am.	\$60.00
Mangrove Bark, 35% E. African	\$79.00-\$81.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.i.	5.10
Barrels, l.c.i.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.i.	10.92
Bags, l.c.i.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.05%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbis, c.i.	.06%
Oak bark extract, 25% tannin, lb. bbis, 6 1/4-6%, tks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.i., plus duty	11 31/64
Solid clar., basis 64% tannin, c.i.	12 3/16
Liquid basis, 35% tannin, bbis.	
Ground extract	
Wattle extract, solid, c.i. (plus duty) So. African	.11%

Wattle extract, solid, c.i. (plus duty) East African	.11
Powdered super spruce, bags, c.i. .05%; l.c.i.	.05%
Spruce extract, tks. f.o.b. wks.	.01%
Myrobalan extract, solid, 55% tannin, (plus duty)	.07%
Myrobalan extract, powdered, 60% tannin (plus duty)	.10
Valonia extract, powdered, 62% tannin (plus duty)	.09%
Oak Bark Extract, Powdered, Swedish, 65% tannin	.12
Quebracho Extract, Powdered, Swedish spray dried, 80% tannin	.16
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.3%
Myrobalan, Swedish, Powdered 68-70%	.11%
Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 61-66%	.12
Larchbark, Swedish, solid 54-56%	.11%
Larchbark, powdered Swedish Spray-dried, 60-62%	.12%

Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.i.	.29%
Sulphonated castor oil, 75%	.26%

Cod Oil, Nfd., loose basis, gal.	\$1.00-\$1.05
Cod, sulphonated, pure 25% moisture	.14
Cod, sulphonated, 25% added mineral	.12
Linsed oil tks., f.o.b. Minn.	.15
drums	.187-.191
Neatsfoot, 20" C.T.	.30
Neatsfoot, 30" C.T.	.28
Neatsfoot, prime drums, c.i.	.15%
l.c.i.	.17%
Neatsfoot, sulphonated, 75%	.16%-17%
Olive, denatured, drs. gal.	2.25
Waterless Moellon	.16
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.12
Common degrass	.15
Neutral degrass	.20-.22
Sulphonated Tallow, 75%	.12-.13
Sulphonated Tallow, 50%	.08-.09
Sponging compound	.11
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks. f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks. f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks. f.o.b.	.14

VOTE!

In recent national elections in some free countries, the following percentage of eligible persons voted:

Australia	96% voted (1951)
Belgium	90% voted (1950)
Italy	89% voted (1948)
Great Britain	83% voted (1951)
Sweden	80% voted (1950)
Western Germany	75% voted (1949)
Canada	74% voted (1949)
Israel	72% voted (1951)

UNITED STATES 51% voted (1948)


Only one-half of our eligible voters went to the polls in the last presidential elections. The other half by-passed its privilege and responsibility.

The American's duty to vote is being seriously neglected. In 1880, some 78.4% of U. S. voters went to the polls. In 1900 it fell to 73.5%; by 1940 it was down to 53.4%. And in 1948 down to only 51%.

Let's make 1952 our biggest vote on record. On November 4 bring not only your own vote, but urge your family and friends to do likewise.

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The International Shoe and Leather Worker



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BIG PACKERS HOLD FIRM DESPITE LOWER QUALITY HIDES

*No Further Increases Reported In Calfskins But
Packers Well Sold Up*

Big Packers Hold Firm

Members of the hide trade keeping an anxious eye on labor developments at big packer plants this week. Except for some slaughtering at far western plants in the Pacific Coast area, one of the big four packers at main production centers in the mid-west was practically out of business. Another big packer experienced slow-downs at Omaha and some walk-outs by workers at Chicago this week.

As a result, production of hides and skins in the big packer market has shown a decrease despite larger receipts of both cattle and calves at principal live markets. There was some pick-up in slaughtering by independent and smaller packers to absorb the increased arrivals, while stockers and feeders continued to buy range cattle for finish feeding in the Corn Belt States.

Meanwhile, demand for most selections of big packer hides continued to hold up fairly well. Except for a few odd cars of heavy native cows and Colorado steers, packers have been able to keep well sold up and ahead into kill and not much demand

has been necessary to promote a firm to strong undertone in this market.

Even though quality of hides produced is seasonally depreciating, there was good interest shown again this week for a number of selections, particularly those which were most closely sold up. Light hides such as light cows, light and extreme light native steers and also branded cows fitted into this category.

Demand from upper leather tanners for the lighter descriptions seemed to reflect a fairly good business on finished material. Sole leather tanners, however, found little change in the situation and many large buyers of heavier selections such as butt branded and Colorado steers were still inclined to name ideas a half cent under the going market. Any increased pressure in demand would cause some of the packers to try for higher prices.

More sales of Argentine hides reported in past couple weeks and most of them were bought for United Kingdom and the European continent. An estimated 200,000 frigorificos involved. Extreme and light steers and

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Oct. 9	Close Oct. 2	High For Week	Low For Week	Net Change
October	16.21B	16.65	16.59	16.21	-44
January	15.30T	15.59	15.60	15.21	-29
April	14.75B	15.05	15.05	14.81	-30
July	14.65B	14.95	14.90	14.70	-30
October	14.55B	14.85	14.95		-30
January	14.45B	14.75			-30

Total sales: 200 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	16	16	16 1/2	33	28
Light native steers	18	18	17 1/2	35 1/2	31 1/2
Ex. light native steers	19 1/2	19 1/2	19	37 1/2	34
Heavy native cows	17 1/2-18	17 1/2-18	18-18 1/2	34	29
Light native cows	17 1/2-18 1/2	17 1/2-18 1/2	17 1/2-18 1/2	33 1/2-34	31-32
Heavy Texas steers	13 1/2	13 1/2	13	29 1/2	25
Butt branded steers	13 1/2	13 1/2	13	29 1/2	25
Light Texas steers	16	15 1/2	15 1/2	33	29 1/2
Ex. light Texas steers	18	18	17 1/2N	35	32
Colorado steers	13	13	12 1/2	28	24 1/2
Branded cows	15 1/2-16	15 1/2	15	31 1/2	28 1/2-29
Native bulls	9 1/2-10	9 1/2-10	9 1/2-10	24	20
Branded bulls	8 1/2-9	8 1/2-9	8 1/2-9	23	19
Packer calfskins	42 1/2-50	42 1/2-50	40-45	50-55	65
Packer kipskins	28 -40	28 -40	30 -35	40-45	50

Linco

Time Tested
FORMULAS

"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

**L.
H.
LINCOLN
and
SON
INC.**

**COUDERSPORT
PENNSYLVANIA**

BATES
LEATHER FILLERS
SOLE LEATHER
FINISHES
SPONGING AND
WASHING COMPOUNDS
TANNERS SUGAR
AND LIME
COLLOIDAL CLAYS
CHEMICALS

cows, both standard and reject, bought from IAPI, the Argentine government agency, at discounts from old list prices ranging from 54½ to 61%.

Independents Moving

This week a large Iowa packer sold 1,250 Ottumwa Colorado steers on steady basis of 13c and 1,400 heavy native cows at 17½c—both unchanged prices. Report that Packers' Association sold a car of Chicago heavy cows at 18c, steady. Another outside packer sold 1,100 ex. light native steers late last week at 19½c. Another of the Iowa packers sold September heavy native steers steady at 16c, about 1,500 involved.

Small Packers Scattered

Some additional scattered trading passing in small packer hides and prices have held steady for the most part. Principal activity early this week was in midwestern productions in medium average weights. For example, a few more cars of 50-52 lb. avg. small packers sold at the 15c mark although on a selected basis, whereas some previously sold at that price flat fob, shipping points.

Some choice plump descriptions which had sold at 15½c selected, however, were reported sold this week at the 15c mark, which tended to give the market a somewhat easier undertone. Some ordinary 48-50 lb. avg. small packers sold at 14½c flat fob.

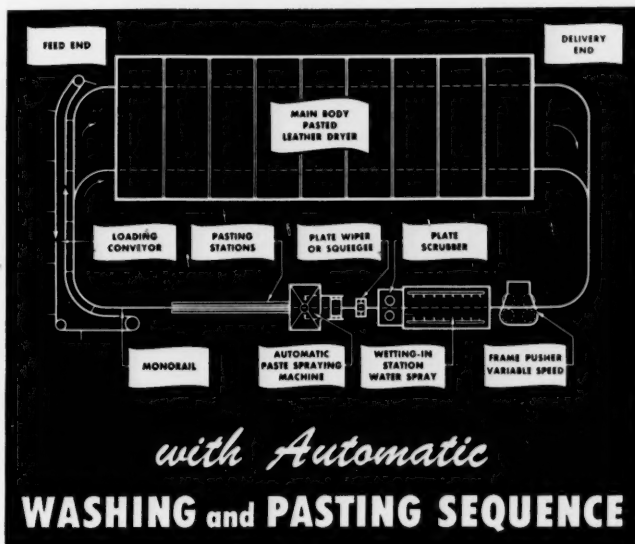
In some quarters, 55-58 lb. avg. small packers reported obtainable at last trading basis of 14c and 60-62s at 13c selected for natives with brands at 11½-2c less fob, shipping points. Lighter hides quoted nominally unchanged or around 16½-17c for 40-42s and around 17½c for 39-40 lb. avg. Some 83-85 lb. avg. bulls sold at 8c selected fob.; under 80 lb. avg. last traded at 8c flat fob.

Country Hides Mixed

Some odd lots of country hides still being purchased here and there at going market prices ranging 11-11½c flat trimmed fob. for regular lots of mixed allweights containing moderate to fair percentages of renderers averaging up to 50 lbs. One car of good quality straight locker 48-50 lb. avg. hides sold at 11½c fob. early this week.

Some light country hides averaging 40-42 lbs. containing very few renderers brought 12½c fob. Glue hides ranged 8½-9c and country bulls in carlots 6½-6¾c fob, shipping points.

Leading Tanners CUT PRODUCTION COSTS



To cut costs . . . and obtain more uniform results . . . progressive tanners are installing automatic washing and pasting equipment sold exclusively through Proctor & Schwartz.

After a worker strips the dried leather from a plate and manually moves the frame to the pushing device, which is provided with variable speed, the operation is continued automatically at a speed to conform to the drying time of the leather.

The frames move through the wetting-in station where the paste is softened on the plates. Next, a plate scrubber removes the wet paste and other particles. An automatic squeegee, or wiper, removes excess water from the plates. From there, the plates move through a paste spraying machine which sprays paste uniformly on both sides of the plate, the area being subjected to both horizontal and vertical control.

Leather is then applied directly to the boards and slicked out while moving toward the feed end of the machine. The plates with leather pasted on them are automatically picked up by a loading conveyor and delivered into a frame moving mechanism at the feed end of the dryer.

This sequence of operations insures clean plates, more uniform results and lower production costs.

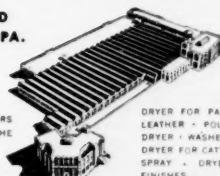
For additional information on the automatic washing and pasting sequence—or leather drying equipment—write to Proctor & Schwartz.

PROCTOR & SCHWARTZ • INC.

717 TABOR ROAD
PHILADELPHIA 20, PA.

The Auton loading conveyor, plate washer, plate wiper and paste sprayer—used separately or in sequence with pasted leather dryers—are sold exclusively by Proctor and Schwartz, Inc.

DESIGNERS AND MANUFACTURERS
OF DRYING EQUIPMENT FOR THE
LEATHER INDUSTRY



DRYER FOR PASTED OR TOGGLED LEATHER • ROLL AND HOOK TYPE DRYER • WASHER, EXTRACTOR AND DRYER FOR CATTLE HAIR • ROTARY SPRAY • DRYER FOR LEATHER FINISHES.

Calf Sold Up

Larger packers have sold up calf pretty well through Sept., in last reported trading here and therefore in no hurry to put out new offerings. Last sales of big packer calf at 50-45c for St. Paul, 47½-45c for Wisconsin and 47½-42½c for St. Louis-River points heavy and light.

Big packer kips have held about steady, latest sales involving Kansas City productions at 35c. Some business done in southeastern kip at 30c and overweights at 26½c, some 3,500 traded at these levels.

Small packer allweight calf remained nominally unchanged at 37½-40c and kip around 27½c as based on last reported sales. Regarding country skins, some interest in lighter weight calf. While last carlot business in country allweight calf was at 18-18½c, some dealers reported 19c obtainable on lighter average lots.

Kip remained at 16½-17c as based on last sales. Some country sellers asking 17½c found no takers.

Some interest for big packer regular slunks at \$1.95. Large hairless have been selling locally around 75c.

Horsehides Wanted

Some interest developed for good northern 65-70 lb. avg., slaughterer type whole hides up to \$7.25-7.50 untrimmed, fob. shipping points but supplies rather difficult to buy at these prices as sellers wanted up to \$7.75 or better in some instances. Trimmed hides remained about 75c less. Little interest shown for ordinary or less desirable lots of horsehides. Demand for cut stock also was very spotty.

Fronts which had been selling occasionally at \$5.50-5.75 available at prices within that range but buyers not anxious to operate. Butts, 22" and up, had some call around \$2.00-2.10 for good quality lots.

Sheep Pelts Spotty

Big packer shearlings and clips meeting with a spotty and selective demand this week following lately effected sales at lower levels. Clips considered around \$2.75; No. 1 shearlings at \$2.50; No. 2s at \$1.70 and No. 3s at \$1.00. Pullers have picked up some midwestern packer lamb pelts around \$2.75 per cwt. liveweight basis.

While some small lots of full wool dry pelts have been purchased around 25c fob., it is reported that carload lots will still bring up to 28-30c. Little change in the situation concerning pickled skins and market is nominally quoted around \$10.50-11.00 per dozen.

Dry Sheepskins Slow

Following latest advances in Australia at the wool sheep auctions, prices have again firmed up and are out of reach of our pullers, who had been showing some interest and had made a few purchases. At the last Melbourne sale, combing lengths were 3d. dearer, bare to 1 inch, two to six pence dearer and new season lambskins one to three pence dearer. At Sydney, 50,000 skins offered, new season lambs two to four pence lower, all other descriptions par to three pence lower, all Australian currency.

Hair sheep markets continue slow and nominal. Interest in Brazil cabrettas around last trading level of \$13.50 for 70% regulars and 30% specials, but sellers have since firmed up and now want at least 50c more. Addis-abbaba slaughterers held at \$10.50 with buyers now having withdrawn from the market. Occasional sales of shade dried Mombasas around \$5.50. Dry salted Sudans, Mochas and Nigerians too high for this market.

Pickled Skins Slack

Except for steady business in spot lots of Iranian pickled sheepskins, business generally slow due to lack of offerings. Following sales at \$11.50, a couple thousand dozen Iranian skins sold at \$11.75 and undertone is somewhat firmer. No change in domestic market with late sales at \$10.50 and \$11 still asked.

Reptiles Scattered

Additional sales of Madras bark tanned cobras, 4 inches up, averaging 4½ inches, 80/20 selection, at 47c. Madras bark tanned whips, 4" up, averaging 4½ inches, 70/30 selection, held at 75c and bids of 74c for 30-day shipment thus far refused.

Lizards moving in a limited way with some wet salted Agras, 9 inches up, averaging 10 inches, 80/20 selection, going at 27c. Argentine market has ruled quiet due to lack of offerings. Brazils also slow on back cut tejus and chameleons while little interest in offerings of giboias for shipment at 43c fob. Some spot lots sold at 50c.

Deerskins Firm

Brazil "jacks" continue firm with some business in Maranhos at 70c fob. Same bid for other lots of North-erns but shippers not offering or else have higher views. Southern Brazils selling locally and few offered outside. No late offers from Siam. Interest in New Zealand at 80c cif, but lack of offerings keeps sales slow.

Pigskins Dragg

Visitors to Fulton County report a good call for leather, but buyers showing very little interest in raw stock for the spring. While shippers nominally talk steady prices for Chaco carpinchos, it is believed that they might be interested in counter bids at 5c to 10c less.

Some additional sales Bolivian peccaries at \$1.45 c&f. for greys and \$1.30 c&f. for blacks. Some southern peccaries sold at \$1.50 fob. for greys and \$1.40 fob. for blacks. While some shippers ask \$1.90 fob. for Peruvian grey peccaries and \$1.50 fob. for blacks, other offerings in the market at \$1.85 c&f. and \$1.55 c&f.

Para grey peccaries held at \$1.50 fob. and blacks at \$1.30 fob., with buyers' views \$1.35-1.40 fob. for greys and \$1.20 fob. for blacks. No late offerings of Manaos with late sales from spot of grey peccaries at \$2.10 but buyers' ideas now \$1.95-2.00, basis manufacturers.

Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Amritsars (1200 lbs.)	\$8-8½	\$7½-8
Best Patnas	\$5½-6	\$5½-6
Mozufferpore	\$7-7¼	\$6-25
Dinajpore	Nom.	Nom.
Dacca	Nom.	Nom.
Calcutta Killa	Nom.	Nom.
Coconadas (1.70/1.80 lbs.)	\$8½-9¼	\$8½
Decans (1.70/1.80 lbs.)	\$8½-9¼	\$9
CHINAS		
Szechuans, lbs.	Nom.	Nom.
Hankows lbs.	Nom.	Nom.
Chowchings dz.	Nom.	Nom.
MOCHAS		
Berberahs	\$8-75	\$8-25
Hodeidahs	Nom.	Nom.
Battis	\$12-12¼	\$11½-12
Batti types	\$9½-10	\$9-50
Addis-ababas	\$5-50	\$5-50
AFRICANS		
Algiers	\$10-00	\$10-00
Casablanca	Nom.	Nom.
Marakesh	Nom.	Nom.
Constantines	\$10-00	Nom.
Orans	Nom.	\$10-00
Tangiers	Nom.	Nom.
West Province Ex. Lts.	42c	40c
Port Elizabeth Ex. Lts.	40c	38c
Nigerians lbs.	92-93c	85c
Momoasas dz.	\$9¼-10-65	\$8¼-9¼
LATIN AMERICANS		
Mexicans		
Matanzas, etc. (flat)	Nom.	Nom.
Oaxacas	Nom.	Nom.
Venezuelans		
Barquisemetos	40-41c	38c
Coros	38½c	36½
Maracaibos	Nom.	Nom.
La Guayras	Nom.	Nom.
Colombians		
Rio Hache	Nom.	34-35c
Bogotas	Nom.	Nom.
West Indies		
Jamaicas	64½c	45c
Haitians	41c	38c
San Domingo	33c	33c
Brazils		
Cearas	45c	43c
Pernambucos	67-68c	62-64c
Bahias	Nom.	Nom.
Argentines		
Cordoba/Santiago	Nom.	Nom.
Pampas	Nom.	Nom.

News Quicks

About people and happenings coast to coast

Massachusetts

• Receivers sale in bankruptcy matter of **Hall-Yemma Stitching Corp.**, Haverhill stitching firm, was held on the premises Thursday, Oct. 9. Included in the sale were 100 stitching machines, shop and factory supplies and other equipment. Harry Ginesky was auctioneer.

• **Edwin Clapp & Son, Inc.**, East Weymouth quality men's shoe manufacturer, has completed preliminary plans for the celebration of its 100th anniversary. Salesmen are already on the road with the Edwin Clapp 100th anniversary line and the line itself will be officially presented at the National Shoe Fair in Chicago. Clapp claims that its anniversary, which falls in 1953, makes it the first quality men's shoe manufacturer to reach the century mark under continuous direction and ownership of the same family.

• **M. B. Silverman & Sons, Inc.**, is moving from 98 South St., Boston, to 100 South St.

• **Bates Shoe Co.** of Webster has launched a new unit for production of the "Floater," its new casual shoe for men. Production is now underway in a separate section of the plant with some 75 workers turning out the new line. Orders are reported at a high level.

• **Boston Fabrics Corp.**, Boston, has been named distributor for the Industrial Foamex line manufactured by Firestone Rubber Co., according to William Cleveland. The Boston firm also handles Firestone's chlorophyll-treated Foamex.

• **Regal Shoe Corp.**, Whitman, reports for the six months ended June 30 net sales totaling \$4,618,712 and net profits after Federal taxes of \$92,174, equal to 18 cents per share. This com-

pares with net sales of \$5,464,434 and net profits after taxes of \$128,237, equal to 25 cents earned per share.

• Nine vamps employed at **Stone-Tarlow Co.**, Brockton men's shoe manufacturer, have been suspended and fined \$100 each for an unauthorized strike by the Brotherhood of Shoe and Allied Craftsmen, according to Earle F. Snow, BSAC president. Vamps struck on Sept. 24 over a work dispute and refused to return to work when ordered to do so by the union. The company has been laying off stitchers and cutters in a production cutback recently.

• **Witch City Tanning Co.**, Salem, has announced the appointment of George E. Hymrod, Jr., 337 High St., Columbus, O., as its new agent in that territory.

• A new shoe factory is being opened at 192 Broad St. in Lynn by **D. Estrich**, formerly with Preston Shoe Co. of the same city, it is reported.

• **Burkeside, Inc.**, Brockton baby shoe manufacturer, has moved to 64 Center St., it is reported.

SOLID

MYRTAN

POWDER

Australian Eucalyptus Extract

*Outstanding Results as a Retan on Chrome
Smooth Clean Grain*

TANEXCO, INC.

549 W. WASHINGTON BLVD.

Sole Agents

CHICAGO 6, ILLINOIS

LEATHER

YESTERDAY — TODAY —
ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

APEX FAST FINISHES

TIGHT BOTTOM COATS WITH

• THOROUGH
COVERAGE

• EXCELLENT
FLEXIBILITY

• FINE FEEL

Apex Fast Finishes are available in all colors — also colorless for mixing with your own pigments.

They are non-inflammable, inexpensive to use and will permit of top finishing with either water soluble top coats or nitrocellulose lacquers.

*Manufacturers of a complete line
of specialties for the tanning trade*



Established 1900

Apex Chemical Co., Inc.

225 West 34th St., New York 1, N. Y.

QUALITY SINCE 1887

You can depend on

Since 1887, ATLAS has served the tanning industry with oils of proven quality and uniformity.

Each ATLAS product is made to definite specifications and is handled from its crude form to insure the ATLAS Standard of Quality.



ATLAS

REFINERY, Inc.

142 LOCKWOOD ST., NEWARK, N. J.

ATLAS

Guaranteed

OILS

Neatsfoot Oils
Sulphonated Cod Oils
Sulphonated Neatsfoot Oils
Split Oils
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and many
Specialty Products

Come to ATLAS with your production problems.

DYEWOOD AND TANNING EXTRACTS

SUMAC • QUEBRACHO • GAMBIER
FUSTIC • MYRABOLAM • HYPERNIC
HEMATINE • WATTLE • TANNIC ACID

YOUNG EXTRACTS HAVE BEEN SERVING THE
INDUSTRY FOR MORE THAN 80 YEARS

the **J. S. YOUNG CO.**

2701 BOSTON ST., BALTIMORE 24, MD.
PHILADELPHIA, PA. • CHICAGO, ILL.
PATERSON, N. J. • BOSTON, MASS.

New York

• Chapter XI plan of arrangement whereby **Karl Gruenwald**, Bronx leather and findings firm, will pay 50 percent cash, has been confirmed by referee, it is reported.

• Creditors committee has recommended acceptance of 25 percent compromise settlement offered by **Florentine Footwear, Inc.**, New York City footwear manufacturer, it is reported. Liabilities are reported at \$3,500 for merchandise creditors and \$2,000 for loans. Assets including accounts receivable, inventory and plant and equipment are estimated at \$1,700.

• At a recent creditors meeting, **Norma Footwear Corp.**, Brooklyn footwear manufacturer, was continued in possession until Oct. 15. Debtor also was authorized to borrow the sum of \$9,000.

• **Dan R. Wax**, president-treasurer of American Maid Footwear, Inc., Easthampton, Mass., shoe firm, and Lawrence Maid Footwear, Inc., of Lawrence, Mass., is reported to have formed with others the **Auburn Maid Footwear, Inc.**, a New York State corporation to manufacture a line of women's playshoes and casuals. Wax recently purchased assets of Barr Shoe Co. in Auburn, N. Y., and has negotiated a long-term lease on the four-story brick building which has a capacity of 3,600 pairs per day. Wax is also an official of Hampton Maid Footwear, Holyoke, Mass.

• The **New York Association of Younger Shoemen, Inc.**, held its first meeting of the new season on Wednesday, Oct. 8, at the offices of the Shoe Manufacturers Board of Trade in New York City. Maury Delman is president of the group.

• **I. Miller & Sons, Inc.**, Long Island City, held a preview of spring styles for 25 retailers at its offices on Oct. 8-9. The group was termed a cross-section of the firm's retailers.

• Spokesmen for **Desco Shoe Corp.**, Long Island City, have announced that the Desco Deb line will in the future be made and sold under the firm's Revelations trade mark.

• Harry Lefler Advertising Agency of Rochester has been appointed to handle promotion of the new X-Panda shoe line to be made by **Virginia Shoe Co.** The footwear comes in infants' sizes up to 8.

• **United States Leather Co.** (in liquidation) and subsidiaries report for the six months ended June 30, 1952, income and liquidating revenues of \$935,006. After deducting costs and expenses totaling \$626,964, balance of \$308,042 was credited to earned surplus for the six months.

• Creditors of **Harry Kesklonsky** trading as **K. & G. Slipper Co.**, in New York have rejected a settlement offer of 10 percent cash and 10 percent in deferred payment, it is reported. In turn, creditors have demanded payment of 30 percent. Liabilities are reported at \$11,600 and assets at \$6,500.

• With the retirement of **George S. Gordon** from active participation in the majority of lines distributed by **Gordon, Lowe, Godfrey & Co.**, a group of employees has banded together to take over some 80 percent of the firm's lines. Gordon will continue to operate as **George S. Gordon, Inc.**, handling cotton linings and converted goods. The employees group, to be known as **Gordon-Lowe-Godfrey-Braidwood, Inc.**, are handling the specialties, combinations and coated linings. New officials include Joel R. Magee as president, Linda Ambrose as vice president, Mary Ambrose as treasurer and Curtis Elliott as clerk.

• **Empire State Footwear Association, Inc.**, will hold its annual style show Jan. 18-20, 1953, in Syracuse, organization officials report. Directors have named Kenneth Beach, first vice president, as chairman of the show, which will be held at the Hotel Onondaga.

• The utility division of **M. Lowenstein & Sons** displayed a variety of cotton and rayon shoe and slipper fabrics during its annual show held Oct. 6-10 at the Hotel Astor in New York.

New Hampshire

• **Barnstead Tanning Co.** has been organized in Center Barnstead to manufacture split leathers on contract. John Bulyga is president, John Betten-court is treasurer, and Frank Betten-court is clerk.

• Employees and officials of **Sam Smith Shoe Corp.** of Newmarket have reached agreement on a new labor contract, effective Oct. 6, according to George Fecteau, territorial representative of United Shoe Workers of

America, CIO. The contract, covering the firm's 300 production employees, provides standard union provisions, including a union shop, six paid holidays, and a wage-reopening clause. It will hold for one year.

• **New Hampshire's** shoe manufacturing industry reported substantially higher employment during June and July 1952 than in the corresponding period a year ago, the State Division of Employment security discloses. It was pointed out, however, that "further expansion in shoe manufacturing

employment is not expected to be large in view of the need in some plants for more production orders."

• **Tri-State Orthopedic Laboratory** has been organized at 34 West Bridge St., Manchester, to manufacture orthopedic shoes, appliances and braces which will be sold exclusively to doctors and chiropodists throughout the northern New England area. The new firm is owned by Leopold Fontaine and Herb B. Cohen, former co-owner of the N. H. Bedding Co. in Manchester. Cohen is acting as sales representative.

DEPENDABLE ...

Jenkins Leather Fibre



THE GEORGE O. JENKINS CO.
BRIDGEWATER MASSACHUSETTS

Manufacturers of Leather Fibre

Quality Service

SINCE 1887

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T A B E R T A N N E R Y P U M P S

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

TABER PUMP CO.

300 Elm St. (Est. 1859) Buffalo 3, N. Y.

Paul Gallagher & Co., Inc.

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

• **Buskens, Inc.**, of Manchester, has appointed Lincoln H. Wolfson as director of merchandising and market research, a newly-created post. Wolfson has had a long career in the shoe industry.

Vermont

• Trustee's sale of assets of **Bray Wood Heel Co., Inc.**, Orleans wood heel manufacturer, by public auction is scheduled for Tuesday, Oct. 14, at 10:30 a.m. on the premises.

Pennsylvania

• **Du-Last Shoe Co.** has been organized at 1200 South 22nd St., Philadelphia. Girard Merchant is listed as principal.

Illinois

• Officers of the **National Shoe Travelers Association** have announced the program for the group's 42nd annual convention to be held Oct. 23-24 at the Hotel Morrison, Chicago. Speakers will include Marshall J. Mantler, managing director of the Bureau of Salesmen's National Association; Earl Susman, general attorney for the group; and I. J. Harris, president emeritus of the National Association of Women's and Children's Apparel Salesmen.

New Jersey

• Amended Chapter XI plan of bankruptcy of **Hobby Footwear, Inc.**, Passaic footwear manufacturer, has been confirmed by referee William T. Cahill. Plan calls for payment to creditors of seven and one-half percent cash, two and one-half percent in notes payable in four months, and 25 percent in certificates of indebtedness to be paid out of profits.

Maine

• **Freeport Shoe Co.**, Freeport manufacturer, has announced the following appointments: Robert E. Goud and Donald Hoyt have been named lasting foremen to replace Clarence Terrill, recently resigned to take a similar position with Panther Moccasin Co. of Auburn.

Wisconsin

• **Richard Bloch** has opened a brokerage office in Milwaukee where he will handle hides and skins. Bloch was most recently associated with Benjamin Wishner & Co.

• **Gilbert Shoe Co.**, Thiensville manufacturer of infants' and children's shoes, has agreed to discontinue certain representations in its sale of shoes under the trade names "Kalisten-iks" and "Kali-sten-iks Madam-ettes," according to the Federal Trade Commission.

Canadian Notes

• The **Canadian Government's** latest survey of the nation's leather footwear industry discloses that the number of employees increased to 19,025 at July 1, 1952, as compared with 18,828 on June 1. Average weekly salaries and wages rose to \$37.30 on July 1 against \$33.23 a year ago. Average hourly earnings rose to 89.2 cents on July 1 against 89.1 cents on June 1 and 83.3 as of July 1 a year ago.

Average hours worked per week were 38.5, 39.1 and 36 respectively. Of the 19,025 employees reported for July 1, 10,736 or 56.4 percent were men and 8,289 or 43.6 percent were women. A year ago, men comprised 56.9 percent and women 43.1 percent.

• **Exports of raw hides and skins** from Canada during Aug. fell to \$345,000 in value against a value of \$806,000 for the same period last year. Similarly, exports of leather and leather products in Aug. 1952 declined to a value of \$446,000 against \$639,000 in the 1951 period.

For the first eight months of the year, exports totaled \$3,176,000 in value against \$9,568,000 a year ago for hides and skins and \$3,895,000 this against \$6,727,000 for leather and products.

• The **Canadian Manufacturers Association**, which includes Canada's leading leather and shoe manufacturers, has requested the Government to provide adequate safeguards against dumping on the Canadian market.

• **Sales of shoe chains** across Canada during July 1952 rose 11.6 percent in dollar volume as compared with sales in the preceding July. However, stocks during the 1952 period declined some 10 percent in value as compared with July 1951, the Canadian Government reports.

**Compact...
Economical...
Efficient!**

**NEW MILLER
PEDESTAL TWIN
TREEING
MACHINE**

Simple in design and operation . . . compact . . . the new Miller Pedestal Twin Treeing Machine has several new and helpful features. The ratchet action provides eight degrees of expansion in the stretch-off mechanism for holding varying styles of men's and women's footwear securely and provides a higher degree of stretch-off than previously obtained. When released, shoes can be slipped off without disturbing carefully smoothed uppers.

Other advantages that make this highly service-

able machine pay off are fewer parts, greater ease of assembly and practically no maintenance. Both tray and work head are adjustable to operator's convenience and the all metal construction greatly reduces fire hazards. Write today for catalog and complete information about this machine with or without fittings as shown.



O. A. MILLER COMPANY

Branch of United Shoe Machinery Corporation
PLYMOUTH, NEW HAMPSHIRE

*Listen for
the Danger
Signal!*



**Every Hazardous,
unwanted tack can be
electronically located...**

with the **USMC**
TACK-DETECTOR
MODEL A

No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

What it is. The Tack Detector is a compactly designed, portable machine utilizing heavy duty electronic tubes and parts for long and uninterrupted service. Placed on a convenient bench, shoes may be inspected without removal from the rack by means of the probe or wand which is connected to the machine by a light and flexible cable.

How it works. An audible but muted buzzing signal sounds

when wand contacts metal objects. Search is rapid as over-all contact of the insole can be made on one entry and removal.

High production . . . Low maintenance. Depending on factory conditions, production will vary from approximately 6000 pairs daily where the operator merely searches the shoes to approximately 2000 pairs where search and removal are performed by one operator. Maintenance costs are low.

For complete details call the nearest United Branch Office.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

UNIT MOLDING

(Continued from Page 9)

of the quarter in the back, plus elimination of sewing on of the lining around the topline. This is particularly important. First, it eliminates the sewing operation. Second, the lamination method replacing the sewing method creates a firmer, more lasting bond—one not subject to opening of the quarter topline if any of the threads in that area are torn. Thirdly, there is no thread seam or ridge to rub against a sensitive heel. Fourth, because the whole unit is in a single piece, there is a more finished, high quality appearance to this portion of the shoe.

With elimination of the backseam—on the lining or on the upper or quarter—the retailer is given a fresh selling point to merchandise his shoes. The rearmost of the shoe, in the consumer's eye, has a richer, more finished look—a genuinely molded effect in contrast to the "pieced-together" look of the shoe with the wet last, must be set aside

containing inner and outer backseams. (See Fig. 6.)

Another asset is speedier drying. With the conventional molded counter the rearmost of the shoe, along to dry in regulation time. But with Unit Molding, the rearmost of the last, along with the unit-molded counter and quarter, are dry to begin with. Hence, drying time is required for only the forepart of the shoe and last.

With shoes using a cookie, the quarter, counter and cookie can be unit-molded together in the same operation.

In some shoes where Unit Molding is used, the counter serves as a lining, also. Such counters are pyroxylin-coated. The inner surface is embossed to give a grain look. This effect, however, is possible only with Unit Molding. Any attempt to stitch the counter to the upper would result in distortion of counter or quarter or both.

Simple Process

The actual process used in Unit Molding is relatively simple. After the flat fiber counter is cemented and inserted into the pocket of the quarter, the unit (counter and quarter) is passed through a roller for smoothing and bonding. The unit is now perfectly flat, perfectly smooth on both sides.

Then the unit goes to the molding machine, which molds or shapes the unit under enormous pressure. This machine shapes the unit so accurately that any defect in the upper or the seam (on some shoes the seams are still retained) are instantly corrected. (See Figs. 7 and 8.)

Significantly, when delicate upper material, such as satin, is used, there is no soiling or damage to the material. The cement does not soil on the Unit Molded processing as it frequently does with the conventional method. This is not only a savings in actual damage done, but in time required to clean soiled spots.

Unit Molding is being used on all types of footwear—even on shoes where formerly it was difficult to apply the counter, such as Pre-Welts. In Pre-Welts, using the ordinary molded counter, there is a flange which is cut off when stitching is passed through it. This flange makes it difficult to get a smooth finished lining. With Unit Molding, however, the flange is eliminated. The backpart of the shoe is molded as a unit. This saves material, plus eliminating the operation of cutting off the flange,

and results in a better finished backpart.

The process is also excellently adaptable to Stitchdowns. Under the conventional method a wet counter is inserted, and the last is also wet. Two tacks are used on the heel or backpart of the last, causing damage to the last. Also, in Stitchdowns the tackholes in the back of the quarter are an eye-sore. And the Stitchdown lasting wire is difficult to hold in place.

The Unit Molding process applied to Stitchdowns provides a backpart that is perfectly dry. Only the forepart needs wetting. No lasting wire is needed in the backpart because the latter is now a finished unit. Drying is speedier, and the ugly tackholes are eliminated. With this process the whole finished Stitchdown shoe has a higher quality appearance.

As regards California-lasted shoes, with the conventional molded counter it is difficult to get a smooth quarter lining because of the loose edges of the wrapper and socklining. Moreover, the heel seat frequently has a crude appearance which must be

Statement Required by the Act of August 24, 1912, as Amended by the Acts of March 3, 1933, and July 2, 1946 (Title 39, United States Code, Section 233) showing the Ownership, Management, and Circulation of

LEATHER AND SHOES, published weekly at Chicago, Ill., for October 1, 1952.

1. The names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

Editor—William A. Rosal, 10 High St., Boston 10, Mass.

Managing Editor—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

Business Manager—Elmer J. Rumpf, 300 W. Adams St., Chicago 6, Ill.

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5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was 3,822.

ELMER J. RUMPF,
Publisher.

Sworn to and subscribed before me this 29th day of September, 1952.

(Seal) A. S. HADLAND.
(My commission expires Feb. 8, 1955.)

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concealed by use of a heel pad. With Unit Molding, however, the wrapper and socklining are stitched directly to the edge of the lining, upper and counter. And no heel pad is necessary because the heel seat has a finished appearance.

Thus far, Unit Molding has employed a fiber counter, which consists of paper and rag stock plus sizing. In its fabrication the fibers "knit"—become a network of cells



Figure 7: Flat counter and quarter are unit molded in machine under intense pressure.

and fibers. The end product won't crack. It is found that the longer the fiber the better the quality—and likewise, the more rag stock used the better the end product.

It is probable that plastic or thermoplastic material may before too long become practical for counters. However, whether the material be fiber or thermoplastic, the same Unit Molding process can and will be used.

Unit Molding is not a new process. It dates back to the early 1930's, when the idea was developed by several concerns almost simultaneously, in-

cluding Lowell Counter Company, which is headed by the three Herlihy brothers, William, Joseph and Walter. The patent applications resulting from this early activity were thrown into interference by the Patent Office. On June 7th, 1941, a group of patents was issued to Ernest W. Dunbar, Robert T. Dawes and Lowell Counter Company. Under this group of patents Lowell Counter Company now licenses shoe manufacturers and counter manufacturers to practice unit molding, and under these licenses, controls the quality for the protection of shoe manufacturers and the public.

War work interfered with the merchandising of these counters, so it wasn't until later that they were ready for full-scale commercial application. Ready, that is—but far from being sold to the industry, Lowell Counter at first met with much resistance in endeavoring to get shoe manufacturers to use the process. One of the initial stumbling blocks was the cost for extra dies required by the new method. On the other hand, it was not fully realized to what great degree the advantages would outweigh this small additional cost—thus resulting in a substantial net saving, to say nothing of an appreciably improved end product.

First Real Try

It was the slipper manufacturers who were first to give it a real try. Their response was overwhelmingly favorable, and before long there was mass acceptance of Unit Molding among this group.

Then gradually shoe manufacturers, who had at first called the process "impractical," began to adopt Unit Molding. Today, many of the top shoe manufacturers in the country are using the process with splendid success, and interest has been spreading rapidly, along with acceptance. Incidentally, the Jo-Gal Shoe Co., Lowell, Mass., whose unique shoemaking method has created much comment (see "The All-Cement-Lasted Shoe," LEATHER AND SHOES,

Aug. 16, 1952), utilizes the Unit Molding process, and this is a good share of the answer to the success of their fine end product.

Today, practically all counter producers are licensed by Lowell Counter to use the process.

There seems to be every indication that Unit Molding will before long be employed in the vast majority of shoes made in this country—with likelihood that the method will spread rapidly to other countries as



Figure 8: A moment later, pressure released, counter and quarter now precisely shaped to the last.

well. Says Bill Herlihy, "We've simply built a better mousetrap. We've followed the direction of an old but still fresh story in American industry: helping to create a better finished product at lower cost."

It is a modest claim. For actually, Unit Molding has made a major contribution to technological advance in the shoe industry that will enable the shoe manufacturer to deliver something extra to the consumer for every shoe dollar spent.



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LEATHER TECHNOLOGY

(Continued from Page 10)

that every person in the leather industry has an interest in whatever will help to make better leather. This is real product improvement.

New Developments

Next, some of the new developments and researches which concern tanning of leather. In the new tannages we must consider the work of William Dawson of Chemtan Company and his development of the amino plastics as tanning agents. These types of leathers are already in commercial use and are so superior in many ways to the usual combination tannages that they promise to replace them to a large extent.

I would be remiss if I did not include the fine and continued contributions of Dr. Theis and his associates in the field of chrome tannages. This work has been fundamental and has found application in all types of leather.

A previously reported tannage has been further improved by its manufacturer and has in large lots of experimental leathers proved to be

a practical replacement for chrome in retanned leathers. I refer to the sulfonyl chloride tannage or skelt of Du Pont.

When we think of new tannages we associate them with new leathers. Politan is a name to be recognized. It denotes the polyhydric phenol and aldehyde tannage of Dr. Windus of John R. Evans Leather Company. This tannage has found broad acceptance by the Air Force as well as in civilian lines.

Associating tannage with tanning materials we must always consider the ever diminishing supply of natural vegetable tannins. There are a number of synthetic replacements for natural tanning materials. Beginning with Oropion of Rohm and Haas, we find several other chemical firms making tanning materials. The lignosulfonates have been chemically modified considerably from the decade ago so-called spruce.

These materials have a great potential, and because of the ever continuing research we may find them replacing more and more of the natural tanning materials.

In the field of fat liquors and

leather lubricants generally we all know of the anionic and cationic as well as nonionic oils of today. The most recent developments in this field are the new stuffing products of Dr. Von Fuchs, products which truly give a highly water-repellent leather. The best we have ever evaluated on the dynamic testers and the leathers are not materially changed in their transpiration ability.

These materials may well revolutionize the retan leathers for not only do they give the water repellency but they also serve as fillers. With a chrome leather they give the same weight which could be expected from retannage with vegetable tanning materials.

The army is most interested in this development, as it is also in the products of the Niagara Industrial Laboratories which effect similar results. There never has been a leather which is as relatively water-proof as these leathers. This is product improvement.

In the field of heavy leather the retannage of vegetable-tanned insoles with chrome and alum has resulted in just about doubling the life of these insoles.

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More recently, at the Tanners' Council Research Laboratory, Dr. Kremen has developed a formaldehyde retannage in the presence of the Boron ion which also gives double wear to the insole and wetting leathers.

Another interesting development is the work of Ken Monroe of Taninex Corporation, who so modified quebracho tannin as to make a fine plastic for use in finishes of leather.

Let me mention just a few other leather developments which may reflect in an improved product.

The work of Journey and Geister on reducing suede cracking is most promising and is being coordinated with the special glove leather project at the Tanners' Council Laboratory, where Jerry Snyder is working on the development of a washable leather.

Leather impregnation has real possibilities. The work of Oehler of the Bureau of Standards, as well as the work of Dr. Cheronis of the Quartermaster all had to do with leather impregnation. Such treatments give better wear and improved characteristics to leather.

The silicones which we have heard about before are continuing to be improved. We now have some from Dow Corning Corporation which in small quantities give remarkable water resistance to leathers.

New methods of leather testing have been developed by the researchers at the Bureau of Standards. They improve leather because when we can really measure its properties, then and then only are we ready to develop improvements. In the testing of leathers it has often been questioned whether we need all the tests usually required by specifications.

Professor Roddy and others in our Laboratory have made an extensive study of the relationship of one property to another, and in general there is little or no relationship. We have hoped that one test might suffice for all, but now we feel there is little likelihood of this.

I could continue at much further length, but even then I might omit some of the recent work which has a real value in product improvement.

We don't need to go out looking for these developments. We can, in our own tanneries, do much toward product improvement and that portion of the program I wish to leave to my associate, Dr. Lollar.

In the tanning industry's leather promotion program we are stressing product improvement, are greatly expanding our research program at the Tanners' Council Laboratory, and are also trying to act as a clearing house for all who are doing work which can be of value to the industry in this respect.

Coming Events

Oct. 14-18, 1952—Canadian Shoe and Leather Fair, Automotive Building, Toronto, Canada. Showing of footwear for Spring and Summer 1953.

Oct. 18, 1952—39th Annual Banquet of New York Shoe Superintendents' and Foremen's Association. Hotel Commodore, New York City.

Oct. 22, 1952—National Hide Association Annual Fall Convention. Edgewater Beach Hotel, Chicago, Ill.

Oct. 23-24, 1952—Annual Fall Meeting. Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Nov. 9-12, 1952—Spring Shoe Show, The Southwestern Shoe Travelers Association, Hotels Adolphus, Baker and Southland, Dallas, Texas.

Nov. 16-19, 1952—Parker House Shoe Show, sponsored by Boston Shoe Travelers Association. Parker House, Boston.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

April 9-10, 1953—Spring Meeting of Tanners' Council of America, Inc. Boca Raton Club, Boca Raton, Fla.


April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

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Address K-2,
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Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

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STITCHING ROOM FOREMAN with knowledge of ladies' novelty as well as Goodwin welt shoes. Factory capable of making 125 to 135 cases daily. Must be fully experienced in quality and production with a knowledge of pricing. Your reply should include personal history and details of experience. Address K-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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Leather Salesman

ARE YOU SELLING all the New England accounts who use the type of leather you make? If you have a standard line of leather, I'll take on those hard-to-sell accounts on a straight commission basis. Interested? Address W-5, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

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Deaths

Myron W. Buechler

... 42, leading *shoe manufacturer*, died Sept. 22 of a sudden heart attack. He was president of Thos. Cort, Ltd., New York manufacturer of women's high grade footwear, and had been a member of the firm for the past 10 years. He leaves his wife, Paula; four children and his sister.

Robert L. Huebner

... 57, *shoe supplies executive*, died Sept. 30 of peritonitis following an appendicitis operation at Missouri Baptist Hospital, St. Louis, Mo. He was a founder and leading executive of Advance Sales, Inc., St. Louis shoe supplies firm. He leaves his wife, Ethel; a daughter, Mrs. Elaine Koetter; a brother and three grandchildren.

Rosinto Pontarelli

... 77, retired *leather foreman*, died Sept. 30 in Philadelphia, Pa. He was a former foreman at the Surpass Leather Co. plant in Philadelphia and was associated with the firm for 46 years before his retirement. Surviving are his wife, Carmina; and four sons, Dr. Dominic J., Amelio, Anthony and Emerick; and a daughter, Mrs. Julia P. Visco.

William A. Forschner

... 52, *shoe executive*, died Oct. 2 at Highland Park, N. J., where he lived. He was president and general manager of Leisure Shoe Co. of South River and Little Falls, N. Y. A native of Czechoslovakia, Forschner came to the U. S. some 14 years ago and shortly thereafter started his own shoe business. He established the Leisure Shoe Co. six years ago and maintained homes in Highland Park and Long Beach, N. Y. His wife, Edith Forschner, a designer with the firm, survives.

Samuel Shapiro

... tanner, died Oct. 1 in New York. He was an executive of Samuel Shapiro, Inc., well-known reptile tanner in New York. Services were held Oct. 3 at Riverside Chapel, Far Rockaway, New York.

Samuel Ray

... 72, *glove executive*, died suddenly Oct. 1 in Chicago. He was president of Marquette Glove Corp., leading Chicago glove manufacturer. A leading figure in the glove industry for many years, Ray was originally associated with Ray Bros. Glove Co. but left that firm in 1946 to join Marquette. He leaves a son, Hyman; and two daughters, Fay Magnes and Roslyn Dombeck.

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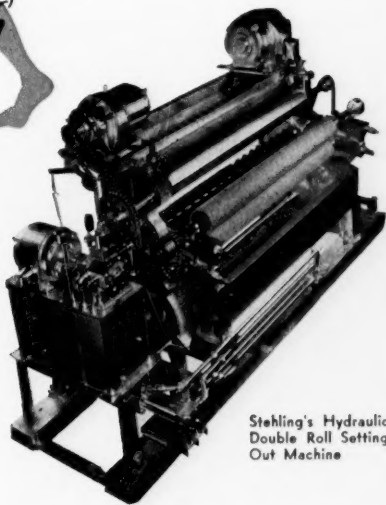
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SETTING out to do a good job, whether it's fishing or tanning, means having the right kind of equipment and a *good setting out job* in tanning can't be done with the equivalent of a hook and line.

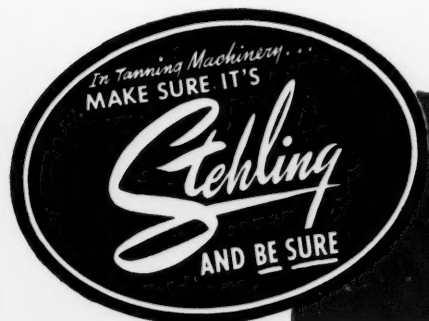
We'd like to go with you when you begin your study of setting out operations. We'd like to show you how the Stehling Hydraulic Double Roll Setting Out Machine does an exceptional job on both heavy upper sides as well as light leathers, receiving a double setting out action in one operation.

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